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1988 GOVERNMENT RELATIONS SURVEY

MANUFACTURERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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1988 AHMA GOVERNMENT RELATIONS SURVEY SUMMARY
FOR MANUFACTURERS

GENERAL DATA

1. Product line(s) manufactured by your firm:

10.5	Building Materials	20.4	Lawn & Garden
36.1	Hardware	13.4	Plumbing & Electrical
27.2	Hand & Power Tools	14.4	Paint & Sundries
5.1	Automotive, Toys & Sport	12.8	Housewares

2. Annual volume of those product lines indicated above:

27.7	Under $5 million	12.1	$25-$50 million
16.6	$5-$10 million	21.7	Over $50 million
22.0	$10-$25 million		

3. Number of Employees:

38.4	Under 100
38.7	100-500
13.0	500-1,000
9.8	Over 1,000
3.5	% of employees who are part-time (e.g. less than 25 hours/week)

4. Union Status:

14.2	Uniohized
23.2	Partially unionized
62.6	No union

ECONOMIC ISSUES

5. Do you have plans to increase the number of new employees in 1988?

51.7 Yes 48.3 No

If "yes," what percentage increase? 10.2 %

ECONOMIC ISSUES (CONTINUED)

6. Does your company foresee an increase in direct employee wage costs in 1988?

89.5 Yes 10.5 No

If "yes," what percentage increase? 5.0 %

7. What percentage of employee expense is attributed to indirect costs?

- Health benefits 15.8 %
- Pensions 8.1 %
- Other 12.7 %

8. Company's monthly contribution to each employee's health care insurance for:

- Family plan 61.9 %
- Individual plan 78.6 %

9. Does your firm expect an increase in unit sales in 1988?

88.8 Yes 11.2 No

If "yes," estimate percentage increase 12.3 %

10. Does your firm expect an increase in dollar sales volume in 1988?

90.4 Yes 9.6 No

If "yes," estimate percentage increase 14.4 %

11. Does your firm plan to increase plant and equipment purchases in 1988?

57.0 Yes 43.0 No

If "yes," by what percentage of sales volume? 6.1 %

ECONOMIC ISSUES (CONTINUED)

12. Does your firm plan to expand its physical plant in 1988?

23.2 Yes 76.8 No

13. Please enter your forecast for 1988 for the following economic indices (on a 12-month average basis) by percentage:

4.6 % Inflation

6.3 % Unemployment

2.8 % Gross national product

8.7 % Prime interest rate

14. How would you reduce the federal budget deficits?

	Yes	No	Unsure
• Reduce federal discretionary spending	95.8	1.0	3.2
• Reduce entitlement programs	81.6	8.6	9.9
• Reduce defense spending	65.8	22.6	11.6
• Selectively raise taxes (e.g. oil import fees)	64.9	26.9	8.2
• Impose consumption tax (e.g. VAT or national sales tax)	22.5	60.4	17.1
• Abide by Gramm-Rudman for accross-the-board cuts	61.9	20.4	17.7

INTERNATIONAL TRADE ISSUES

15. How would you assess the Reagan Administration's policy regarding foreign imports?

1.9 Restrictive

60.7 Lenient

37.3 About right

INTERNATIONAL TRADE ISSUES (CONTINUED)

16. What impact have imports had on your company's sales in 1987?

32.3 A significant impact

41.9 A minor but growing impact

25.9 No impact at all

17. Assess the reasons for the increase in import penetration in the domestic consumer hardlines industry.

	Very Important	Moderately Important	Not Important
a. Price of imports	85.9	13.4	.7
b. Value of U.S. dollar	54.6	38.2	7.2
c. Quality of imports	33.6	49.8	16.6
d. Non-competitive U.S. labor costs	63.2	32.9	3.9
e. Consumer acceptance of imports	52.1	40.6	7.3
f. Unfair foreign trade practices	51.5	38.6	9.9
g. Customer's lack of understanding of total procurement costs	28.7	39.2	32.1

18. Do you favor enactment of the following provisions in the Omnibus Trade Bill:

a. New trade negotiations authority for the President

54.7 Yes 12.2 No 33.1 Unsure

b. Mandatory retaliation for unfair trade practices

58.3 Yes 20.5 No 21.2 Unsure

INTERNATIONAL TRADE ISSUES (CONTINUED)

c. Extended relief for domestic industries injured by imports

17.5 Yes 50.2 No 32.4 Unsure

d. More generous worker readjustment training programs

22.2 Yes 43.4 No 34.4 Unsure

e. Mandatory notice for plant closings

12.2 Yes 73.6 No 14.1 Unsure

19. Do you forecast a change during 1988 in how imports affect your company?

43.8 Yes 56.2 No

20. Does your company currently export?

80.3 Yes 19.7 No

If "yes," what percentage of your firm's total dollar sales is from exports? 6.0 %

21. Is your company forecasting higher export sales in 1988?

60.7 Yes 39.3 No

If "yes," what is your estimate of the percentage increase of these sales? 20.4 %

22. What has been the trend of your company's export sales in 1987 compared with the previous year?

18.1 Significant increases

43.5 Slight increase

24.2 Stable

9.6 Small Decline

4.6 Significant decline

INTERNATIONAL TRADE ISSUES (CONTINUED)

23. Please list three countries whose exports are the toughest foreign competition for your company:

1. Taiwan 73.0%
2. Korea 46.4%
3. Japan 39.1%

24. What percentage of your export sales are made to Canada? 25.8 %

25. What percentage of your company's raw materials, components, and finished products are produced overseas?

7.1 % Raw materials

6.5 % Components

8.1 % Finished products

26. If the U.S.-Canadian Free Trade Treaty is ratified, would you anticipate an increase in sales to Canada?

77.4 Yes 22.6 No

PATENTS/TRADEMARKS/COPYRIGHT ISSUES

27. Did your company initiate legal action during 1987 to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer?

14.2 Yes 85.8 No

28. Has your company ever requested the Customs Service to inspect and/or seize a shipment of goods which it believed infringed on its trademark or patents?

12.2 Yes 87.8 No

29. From your own experience, is the law which requires imported finished products to be conspicuously marked with their country of origin being adequately enforced by the U.S. Customs Service?

30.1 Yes 69.9 No

PATENTS/TRADEMARKS/COPYRIGHT ISSUES (CONTINUED)

30. Does your company place "Made in U.S.A." or similar designation on its products and packaging produced in this country?

Product	61.2	Yes	38.8	No
Packaging	78.7	Yes	21.3	No

31. Has your company obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products?

18.8 Yes 81.2 No

PRODUCT LIABILITY ISSUE

32. What has been your company's experience with product liability insurance premiums in 1987 compared to the previous year?

63.5	Increased	31.7 %	Estimate of increase
7.4	Decreased	21.3 %	Estimate of decrease
29.1	Stayed the same		

33. Did your company experience difficulty in renewing this insurance?

26.3 Yes 73.7 No

34. Did your company's product liability coverage change in 1987?

Coverage:		Amount of Deductible:	
16.1	Decreased	38.3	Increased
83.9	No change	61.7	No change

LABOR ISSUES

35. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1988. Please indicate your interest in the following issues by placing the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not Important
#4 Need more information

	#1	#2	#3	#4
a. Parental and disability leave	30.1	42.8	21.6	5.6
b. Occupational disease notification	30.4	42.8	17.0	9.8
c. Increase in minimum wage	37.5	30.9	28.3	3.3
d. Polygraph prohibition	6.9	13.1	65.4	14.7
e. Mandatory health insurance	53.1	24.4	15.0	7.5

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I S S U E P R I O R I T Y

Of the following topics included in this survey, please rank, in order of importance to you (1 being most important - 5 least important), the issues you feel most critical to your business in 1988:

	1	2	3	4	5
Economic Issues	60.5	24.0	10.1	3.9	1.6
International Trade Issues	10.2	23.8	23.4	28.5	14.1
Patent/Trademark/Copyright Issues	1.2	2.3	11.3	26.2	59.0
Product Liability Issues	15.1	25.2	24.8	21.7	13.2
Labor Issues	13.2	24.9	30.7	19.1	12.1

Q.1- PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	313 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	
BUILDING MATERIALS	33 10.5%	33 100.0%	11 9.7%	2 2.4%		4 6.3%	4 9.5%	10 22.2%	1 2.5%	
HARDWARE	113 36.1%	11 33.3%	113 100.0%	9 10.6%	6 37.5%	18 28.1%	4 9.5%	8 17.8%	15 37.5%	
HAND & POWER TOOLS	85 27.2%	2 6.1%	9 8.0%	85 100.0%	3 18.8%	13 20.3%	1 2.4%	8 17.8%	3 7.5%	
AUTOMOTIVE, TOYS & SPORTS	16 5.1%		6 5.3%	3 3.5%	16 100.0%	4 6.3%	3 7.1%		4 10.0%	
LAWN & GARDEN	64 20.4%	4 12.1%	18 15.9%	13 15.3%	4 25.0%	64 100.0%	5 11.9%	5 11.1%	14 35.0%	
PLUMBING & ELECTRICAL	42 13.4%	4 12.1%	4 3.5%	1 1.2%	3 18.8%	5 7.8%	42 100.0%	2 4.4%	3 7.5%	
PAINT & SUNDRIES	45 14.4%	10 30.3%	8 7.1%	8 9.4%		5 7.8%	2 4.8%	45 100.0%	7 17.5%	
HOUSEWARES	40 12.8%	1 3.0%	15 13.3%	3 3.5%	4 25.0%	14 21.9%	3 7.1%	7 15.6%	40 100.0%	
NO ANSWER	3									3
SIGMA	441 139.9%	65 196.9%	184 162.8%	124 145.9%	36 225.1%	127 198.5%	64 152.3%	85 188.9%	87 217.5%	3

G.2- ANNUAL VOLUME OF PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	314	33	111	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNDER $5 MILLION	87	9	37	30	6	17	4	13	9	
	27.7%	27.3%	33.3%	35.3%	37.5%	26.6%	9.5%	28.9%	22.5%	
$5 - $10 MILLION	52	4	19	11	2	14	8	9	7	2
	16.6%	12.1%	17.1%	12.9%	12.5%	21.9%	19.0%	20.0%	17.5%	66.7%
$10 - $25 MILLION	69	5	20	16	2	13	12	10	12	
	22.0%	15.2%	18.0%	18.8%	12.5%	20.3%	28.6%	22.2%	30.0%	
$25 - $50 MILLION	38	4	12	10	4	4	6	9	4	
	12.1%	12.1%	10.8%	11.8%	25.0%	6.3%	14.3%	20.0%	10.0%	
OVER $50 MILLION	68	11	23	18	2	16	12	4	8	1
	21.7%	33.3%	20.7%	21.2%	12.5%	25.0%	28.6%	8.9%	20.0%	33.3%
NO ANSWER	2		2							
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.1%	100.0%	99.9%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%

Q.3- NUMBER OF EMPLOYEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	315	33	113	84	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNDER 100	121	15	50	32	8	27	11	18	16	1
	38.4%	45.5%	44.2%	38.1%	50.0%	42.2%	26.2%	40.0%	40.0%	33.3%
100 - 500	122	9	35	33	6	19	19	23	15	1
	38.7%	27.3%	31.0%	39.3%	37.5%	29.7%	45.2%	51.1%	37.5%	33.3%
500 - 1,000	41	5	14	7		12	9	2	6	
	13.0%	15.2%	12.4%	8.3%		18.8%	21.4%	4.4%	15.0%	
OVER 1,000	31	4	14	12	2	6	3	2	3	1
	9.8%	12.1%	12.4%	14.3%	12.5%	9.4%	7.1%	4.4%	7.5%	33.3%
NO ANSWER	1			1						
SIGMA	316	33	113	85	16	64	42	45	40	3
	99.9%	100.1%	100.0%	100.0%	100.0%	100.1%	99.9%	99.9%	100.0%	99.9%

Q.3- PERCENTAGE OF EMPLOYEES WHO ARE PART-TIME

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	72	10	24	23	5	17	9	11	9	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
0%	38	7	12	12	2	6	5	7	3	
	52.8%	70.0%	50.0%	52.2%	40.0%	35.3%	55.6%	63.6%	33.3%	
1%-4%	16	3	5	4	1	5	3	2	3	
	22.2%	30.0%	20.8%	17.4%	20.0%	29.4%	33.3%	18.2%	33.3%	
5%-9%	12		4	6	1	2		1	2	
	16.7%		16.7%	26.1%	20.0%	11.8%		9.1%	22.2%	
10%-14%	3		2	1	1	2				
	4.2%		8.3%	4.3%	20.0%	11.8%				
20%-29%	1					1	1	1	1	
	1.4%					5.9%	11.1%	9.1%	11.1%	
50%-74%	2		1			1				
	2.8%		4.2%			5.9%				
NO ANSWER	244	23	89	62	11	47	33	34	31	3
BASE	72	10	24	23	5	17	9	11	9	
MEAN	3.51	.50	4.13	2.35	3.60	7.12	2.67	2.55	4.00	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.1%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	99.9%	

Q.4 UNION STATUS

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	211	25	81	56	13	47	24	32	31	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNIONIZED	30	2	14	5	2	6	3	4	6	
	14.2%	8.0%	17.3%	8.9%	15.4%	12.8%	12.5%	12.5%	19.4%	
PARTIALLY UNIONIZED	49	4	13	13		15	8	8	7	1
	23.2%	16.0%	16.0%	23.2%		31.9%	33.3%	25.0%	22.6%	50.0%
NO UNION	132	19	54	38	11	26	13	20	18	1
	62.6%	76.0%	66.7%	67.9%	84.6%	55.3%	54.2%	62.5%	58.1%	50.0%
NO ANSWER	105	8	32	29	3	17	18	13	9	1
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%

Q.5- WHETHER HAVE PLANS TO INCREASE NUMBER OF NEW EMPLOYEES IN 1988

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	315	33	113	84	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	163	18	56	45	10	31	18	22	21	2
	51.7%	54.5%	49.6%	53.6%	62.5%	48.4%	42.9%	48.9%	52.5%	66.7%
NO	152	15	57	39	6	33	24	23	19	1
	48.3%	45.5%	50.4%	46.4%	37.5%	51.6%	57.1%	51.1%	47.5%	33.3%
NO ANSWER	1			1						
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.5- PERCENTAGE INCREASE OF NEW EMPLOYEES IN 1988

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	156	17	54	42	9	30	17	22	19	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	34	3	13	8	1	7	4	6	6	1
	21.8%	17.6%	24.1%	19.0%	11.1%	23.3%	23.5%	27.3%	31.6%	50.0%
5%-9%	39	2	13	15	2	5	3	5	2	1
	25.0%	11.8%	24.1%	35.7%	22.2%	16.7%	17.6%	22.7%	10.5%	50.0%
10%-14%	51	5	21	9	4	10	7	6	6	
	32.7%	29.4%	38.9%	21.4%	44.4%	33.3%	41.2%	27.3%	31.6%	
15%-19%	13	4	2	4	1	2	2	3		
	8.3%	23.5%	3.7%	9.5%	11.1%	6.7%	11.8%	13.6%		
20%-29%	14	1	2	5	1	4	1	2	3	
	9.0%	5.9%	3.7%	11.9%	11.1%	13.3%	5.9%	9.1%	15.8%	
50%-74%	4	1	2	1		2			2	
	2.6%	5.9%	3.7%	2.4%		6.7%			10.5%	
75%-99%	1	1	1							
	.6%	5.9%	1.9%							
NO ANSWER	7	1	2	3	1	1	1		2	
BASE	156	17	54	42	9	30	17	22	19	2
MEAN	10.23	17.24	10.54	9.62	9.67	12.07	8.53	8.50	13.68	3.50
SIGMA	163	18	56	45	10	31	18	22	21	2
	100.0%	100.0%	100.1%	99.9%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.6- WHETHER COMPANY FORESEE AN INCREASE
IN DIRECT EMPLOYEE WAGE COSTS IN 1988

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	313	33	113	84	16	64	40	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	280	30	101	77	15	52	34	41	34	3
	89.5%	90.9%	89.4%	91.7%	93.8%	81.3%	85.0%	91.1%	85.0%	100.0%
NO	33	3	12	7	1	12	6	4	6	
	10.5%	9.1%	10.6%	8.3%	6.3%	18.8%	15.0%	8.9%	15.0%	
NO ANSWER	3			1			2			
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.1%	100.0%	100.0%	100.0%	100.0%

Q.6- PERCENTAGE INCREASE COMPANY FORESEE IN DIRECT EMPLOYEE WAGE COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO ANSWER
TOTAL ANSWERING	262	28	97	72	14	48	30	39	31	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	136	16	45	42	8	28	18	17	12	1
	51.9%	57.1%	46.4%	58.3%	57.1%	58.3%	60.0%	43.6%	38.7%	33.3%
5%-9%	110	11	45	23	5	16	11	19	17	2
	42.0%	39.3%	46.4%	31.9%	35.7%	33.3%	36.7%	48.7%	54.8%	66.7%
10%-14%	9	1	4	3	1	2		2		
	3.4%	3.6%	4.1%	4.2%	7.1%	4.2%		5.1%		
15%-19%	4		3	3		2			1	
	1.5%		3.1%	4.2%		4.2%			3.2%	
20%-29%	2			1			1			
	.8%			1.4%			3.3%			
30%-39%	1							1	1	
	.4%							2.6%	3.2%	
NO ANSWER	18	2	4	5	1	4	4	2	3	
BASE	262	28	97	72	14	48	30	39	31	3
MEAN	5.04	4.36	5.08	5.24	4.71	5.00	5.23	5.46	5.90	4.67
SIGMA	280	30	101	77	15	52	34	41	34	3
	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	99.9%	100.0%

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED
TO INDIRECT COSTS: HEALTH BENEFITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	215	29	76	54	14	40	26	32	28	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	4	1	1			1		1	1	
	1.9%	3.4%	1.3%			2.5%		3.1%	3.6%	
1%-4%	22	4	5	8	3	6	4	3	2	
	10.2%	13.8%	6.6%	14.8%	21.4%	15.0%	15.4%	9.4%	7.1%	
5%-9%	55	7	16	13	3	11	10	9	12	
	25.6%	24.1%	21.1%	24.1%	21.4%	27.5%	38.5%	28.1%	42.9%	
10%-14%	53	6	21	17	4	10	4	10	4	1
	24.7%	20.7%	27.6%	31.5%	28.6%	25.0%	15.4%	31.3%	14.3%	50.0%
15%-19%	26	7	10	2	1	2	2	5	3	
	12.1%	24.1%	13.2%	3.7%	7.1%	5.0%	7.7%	15.6%	10.7%	
20%-29%	32	3	13	7	1	7	5	3	4	1
	14.9%	10.3%	17.1%	13.0%	7.1%	17.5%	19.2%	9.4%	14.3%	50.0%
30%-39%	7		2	2		1	1	1	1	
	3.3%		2.6%	3.7%		2.5%	3.8%	3.1%	3.6%	-
40%-49%	6		1	3	1	1				
	2.8%		1.3%	5.6%	7.1%	2.5%				
50%-74%	4		3	1	1					
	1.9%		3.9%	1.9%	7.1%					
75%-99%	2	1	1							
	.9%	3.4%	1.3%							
100%	4		3	1		1			1	
	1.9%		3.9%	1.9%		2.5%			3.6%	
NO ANSWER	101	4	37	31	2	24	16	13	12	1

(CONTINUED...)

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED
TO INDIRECT COSTS: HEALTH BENEFITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
BASE	215	29	76	54	14	40	26	32	28	2
MEAN	15.82	13.03	19.30	15.06	14.93	14.28	11.35	11.09	14.57	16.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.2%	99.8%	99.9%	100.2%	99.8%	100.0%	100.0%	100.0%	100.1%	100.0%

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COSTS: PENSIONS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	170 100.0%	23 100.0%	55 100.0%	40 100.0%	8 100.0%	32 100.0%	27 100.0%	29 100.0%	19 100.0%	3 100.0%
0%	27 15.9%	4 17.4%	9 16.4%	4 10.0%	1 12.5%	8 25.0%	4 14.8%	8 27.6%	5 26.3%	
1%-4%	52 30.6%	4 17.4%	14 25.5%	16 40.0%	4 50.0%	10 31.3%	11 40.7%	7 24.1%	5 26.3%	
5%-9%	44 25.9%	5 21.7%	11 20.0%	9 22.5%	1 12.5%	9 28.1%	6 22.2%	5 17.2%	5 26.3%	2 66.7%
10%-14%	30 17.6%	8 34.8%	14 25.5%	7 17.5%		3 9.4%	4 14.8%	7 24.1%	4 21.1%	1 33.3%
15%-19%	9 5.3%	2 8.7%	3 5.5%	2 5.0%	2 25.0%		2 7.4%	2 6.9%		
20%-29%	2 1.2%		1 1.8%	1 2.5%						
30%-39%	1 .6%					1 3.1%				
50%-74%	1 .6%		1 1.8%							
75%-99%	1 .6%					1 3.1%				
100%	3 1.8%		2 3.6%	1 2.5%						
NO ANSWER	146	10	58	45	8	32	15	16	21	
BASE	170	23	55	40	8	32	27	29	19	3
MEAN	8.14	6.83	10.53	8.23	6.00	7.00	4.93	5.69	4.95	6.67
SIGMA	316 100.1%	33 100.0%	113 100.1%	85 100.0%	16 100.0%	64 100.0%	42 99.9%	45 99.9%	40 100.0%	3 100.0%

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COSTS: OTHER

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	139 100.0%	20 100.0%	54 100.0%	29 100.0%	6 100.0%	30 100.0%	14 100.0%	23 100.0%	18 100.0%	2 100.0%
0%	13 9.4%	2 10.0%	4 7.4%	2 6.9%		5 16.7%	1 7.1%	3 13.0%	1 5.6%	
1%-4%	18 12.9%	3 15.0%	4 7.4%	8 27.6%	1 16.7%	3 10.0%	2 14.3%	5 21.7%	3 16.7%	
5%-9%	35 25.2%	4 20.0%	12 22.2%	2 6.9%	1 16.7%	11 36.7%	4 28.6%	3 13.0%	8 44.4%	1 50.0%
10%-14%	35 25.2%	7 35.0%	18 33.3%	6 20.7%		2 6.7%	6 42.9%	9 39.1%	4 22.2%	
15%-19%	17 12.2%	2 10.0%	8 14.8%	4 13.8%	2 33.3%	5 16.7%	1 7.1%	2 8.7%	1 5.6%	
20%-29%	11 7.9%		5 9.3%	3 10.3%		1 3.3%		1 4.3%		1 50.0%
30%-39%	2 1.4%	1 5.0%				1 3.3%				
40%-49%	1 .7%			1 3.4%						
50%-74%	5 3.6%	1 5.0%	2 3.7%	2 6.9%	1 16.7%	1 3.3%				
75%-99%	1 .7%			1 3.4%	1 16.7%	1 3.3%			1 5.6%	
100%	1 .7%		1 1.9%							
NO ANSWER	177	13	59	56	10	34	28	22	22	1

(CONTINUED...)

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED
TO INDIRECT COSTS: OTHER

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
BASE	139	20	54	29	6	30	14	23	18	2
MEAN	12.66	12.25	13.67	16.10	28.67	13.03	7.79	8.65	11.00	12.50
SIGMA	316	33	113	85	16	64	42	45	40	3
	99.9%	100.0%	100.0%	99.9%	100.1%	100.0%	100.0%	99.8%	100.1%	100.0%

Q.8- PERCENTAGE OF COMPANY'S MONTHLY CONTRIBUTION
TO EMPLOYEE'S HEALTH CARE INSURANCE: FAMILY PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	197	18	67	57	11	41	23	29	21	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	27	2	8	15	1	6	2	2	1	
	13.7%	11.1%	11.9%	26.3%	9.1%	14.6%	8.7%	6.9%	4.8%	
1%-4%	1					1				
	.5%					2.4%				
5%-9%	3		1			2		1	1	
	1.5%		1.5%			4.9%		3.4%	4.8%	
10%-14%	7		3	1				2	2	
	3.6%		4.5%	1.8%				6.9%	9.5%	
15%-19%	5		2	1	2	3	1		1	
	2.5%		3.0%	1.8%	18.2%	7.3%	4.3%		4.8%	
20%-29%	5		4	1		1	1		1	
	2.5%		6.0%	1.8%		2.4%	4.3%		4.8%	
30%-39%	4	1	1			1	1			
	2.0%	5.6%	1.5%			2.4%	4.3%			
40%-49%	2			2				1		
	1.0%			3.5%				3.4%		
50%-74%	43	6	15	14	2	6	4	9	6	
	21.8%	33.3%	22.4%	24.6%	18.2%	14.6%	17.4%	31.0%	28.6%	
75%-99%	53	4	18	12	4	9	7	8	3	1
	26.9%	22.2%	26.9%	21.1%	36.4%	22.0%	30.4%	27.6%	14.3%	100.0%
100%	47	5	15	11	2	12	7	6	6	
	23.9%	27.8%	22.4%	19.3%	18.2%	29.3%	30.4%	20.7%	28.6%	
NO ANSWER	119	15	46	28	5	23	19	16	19	2

(CONTINUED...)

Q.8- PERCENTAGE OF COMPANY'S MONTHLY CONTRIBUTION
TO EMPLOYEE'S HEALTH CARE INSURANCE: FAMILY PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
BASE	197	18	67	57	11	41	23	29	21	1
MEAN	61.93	67.39	61.33	53.47	61.91	60.59	68.78	65.07	60.62	80.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	99.9%	100.0%	100.1%	100.2%	100.1%	99.9%	99.8%	99.9%	100.2%	100.0%

Q.8- PERCENTAGE OF COMPANY'S MONTHLY CONTRIBUTION
TO EMPLOYEE'S HEALTH CARE INSURANCE: INDIVIDUAL PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	196	19	66	59	12	37	21	31	19	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	5		3	2		2	1		1	
	2.6%		4.5%	3.4%		5.4%	4.8%		5.3%	
1%-4%	2					1		1		
	1.0%					2.7%		3.2%		
5%-9%	3		1	1		1				
	1.5%		1.5%	1.7%		2.7%				
10%-14%	5		3		1	2	1	1	2	
	2.6%		4.5%		8.3%	5.4%	4.8%	3.2%	10.5%	
15%-19%	3		1	2	1	1			1	
	1.5%		1.5%	3.4%	8.3%	2.7%			5.3%	
20%-29%	5		2	2		1	1	2	1	
	2.6%		3.0%	3.4%		2.7%	4.8%	6.5%	5.3%	
30%-39%	2	1				1	1			
	1.0%	5.3%				2.7%	4.8%			
40%-49%	2			1		1				
	1.0%			1.7%		2.7%				
50%-74%	33	6	13	14	1	3	1	5	3	
	16.8%	31.6%	19.7%	23.7%	8.3%	8.1%	4.8%	16.1%	15.8%	
75%-99%	36	2	15	9	4	6	4	3	3	
	18.4%	10.5%	22.7%	15.3%	33.3%	16.2%	19.0%	9.7%	15.8%	
100%	100	10	28	28	5	18	12	19	8	1
	51.0%	52.6%	42.4%	47.5%	41.7%	48.6%	57.1%	61.3%	42.1%	100.0%
NO ANSWER	120	14	47	26	4	27	21	14	21	2

(CONTINUED...)

Q.8- PERCENTAGE OF COMPANY'S MONTHLY CONTRIBUTION
TO EMPLOYEE'S HEALTH CARE INSURANCE: INDIVIDUAL PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
BASE	196	19	66	59	12	37	21	31	19	1
MEAN	78.55	80.26	74.41	76.98	77.33	71.38	79.81	81.68	68.16	100.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	99.8%	100.1%	99.9%	99.9%	100.1%	100.0%	100.1%	100.0%

Q.9- DOES FIRM EXPECT AN INCREASE IN UNIT SALES IN 1988?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	312	33	112	84	16	63	41	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	277	28	94	74	16	55	40	40	36	3
	88.8%	84.8%	83.9%	88.1%	100.0%	87.3%	97.6%	88.9%	90.0%	100.0%
NO	35	5	18	10		8	1	5	4	
	11.2%	15.2%	16.1%	11.9%		12.7%	2.4%	11.1%	10.0%	
NO ANSWER	4		1	1		1	1			
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.9- ESTIMATE OF PERCENTAGE INCREASE OF UNIT SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	258	26	85	69	15	51	35	38	34	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	30	3	12	9	3	7	3	6	3	
	11.6%	11.5%	14.1%	13.0%	20.0%	13.7%	8.6%	15.8%	8.8%	
5%-9%	67	5	22	18	1	10	9	12	10	
	26.0%	19.2%	25.9%	26.1%	6.7%	19.6%	25.7%	31.6%	29.4%	
10%-14%	81	10	28	22	4	13	12	13	11	2
	31.4%	38.5%	32.9%	31.9%	26.7%	25.5%	34.3%	34.2%	32.4%	66.7%
15%-19%	38	5	14	8	4	8	7	1	4	
	14.7%	19.2%	16.5%	11.6%	26.7%	15.7%	20.0%	2.6%	11.8%	
20%-29%	27	2	5	7	1	8	2	6	5	
	10.5%	7.7%	5.9%	10.1%	6.7%	15.7%	5.7%	15.8%	14.7%	
30%-39%	8	1	2	1	1	3	1			1
	3.1%	3.8%	2.4%	1.4%	6.7%	5.9%	2.9%			33.3%
40%-49%	1			1						
	.4%			1.4%						
50%-74%	5		1	3	1	1	1			
	1.9%		1.2%	4.3%	6.7%	2.0%	2.9%			
100%	1		1			1			1	
	.4%		1.2%			2.0%			2.9%	
NO ANSWER	19	2	9	5	1	4	5	2	2	
BASE	258	26	85	69	15	51	35	38	34	3
MEAN	12.33	11.23	11.77	12.88	14.60	14.78	11.91	10.08	13.56	16.67
SIGMA	277	28	94	74	16	55	40	40	36	3
	100.0%	99.9%	100.1%	99.8%	100.2%	100.1%	100.1%	100.0%	100.0%	100.0%

Q.10- DOES FIRM EXPECT INCREASE IN DOLLAR SALES VOLUME IN 1988?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	312	33	112	84	16	63	41	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	282	30	98	77	16	55	39	41	35	3
	90.4%	90.9%	87.5%	91.7%	100.0%	87.3%	95.1%	91.1%	87.5%	100.0%
NO	30	3	14	7		8	2	4	5	
	9.6%	9.1%	12.5%	8.3%		12.7%	4.9%	8.9%	12.5%	
NO ANSWER	4		1	1		1	1			
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.10- ESTIMATE OF PERCENTAGE INCREASE OF DOLLAR SALES VOLUME

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	266	29	92	73	15	53	36	40	33	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	11		3	5		3		1	1	
	4.1%		3.3%	6.8%		5.7%		2.5%	3.0%	
5%-9%	76	10	32	19	4	18	11	15	12	
	28.6%	34.5%	34.8%	26.0%	26.7%	34.0%	30.6%	37.5%	36.4%	
10%-14%	80	7	29	19	4	10	11	12	5	2
	30.1%	24.1%	31.5%	26.0%	26.7%	18.9%	30.6%	30.0%	15.2%	66.7%
15%-19%	40	5	13	12	1	7	8	4	6	
	15.0%	17.2%	14.1%	16.4%	6.7%	13.2%	22.2%	10.0%	18.2%	
20%-29%	38	5	8	13	4	8	4	6	8	1
	14.3%	17.2%	8.7%	17.8%	26.7%	15.1%	11.1%	15.0%	24.2%	33.3%
30%-39%	9	2	4		1	3		1		
	3.4%	6.9%	4.3%		6.7%	5.7%	2.8%	2.5%		
40%-49%	5		1	3				1		
	1.9%		1.1%	4.1%				2.5%		
50%-74%	5		1	1		2	1			
	1.9%		1.1%	1.4%		3.8%	2.8%			
75%-99%	1			1	1	1				
	.4%			1.4%	6.7%	1.9%				
100%	1		1			1			1	
	.4%		1.1%			1.9%			3.0%	
NO ANSWER	16	1	6	4	1	2	3	1	2	
BASE	266	29	92	73	15	53	36	40	33	3
MEAN	14.36	13.62	13.73	14.69	18.27	16.85	13.28	12.78	15.27	13.33
SIGMA	282	30	98	77	16	55	39	41	35	3
	100.1%	99.9%	100.0%	99.9%	100.2%	100.2%	100.1%	100.0%	100.0%	100.0%

Q.11- DOES FIRM PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1988?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO ANSWER
TOTAL ANSWERING	307	33	112	81	16	63	40	43	40	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	175	21	58	53	12	34	24	32	22	1
	57.0%	63.6%	51.8%	65.4%	75.0%	54.0%	60.0%	74.4%	55.0%	50.0%
NO	132	12	54	28	4	29	16	11	18	1
	43.0%	36.4%	48.2%	34.6%	25.0%	46.0%	40.0%	25.6%	45.0%	50.0%
NO ANSWER	9		1	4		1	2	2		1
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.11- PERCENTAGE OF INCREASE IN SALES VOLUME

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	143	13	43	45	10	29	20	28	18	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	65	8	16	19	5	16	9	16	6	1
	45.5%	61.5%	37.2%	42.2%	50.0%	55.2%	45.0%	57.1%	33.3%	100.0%
5%-9%	47	2	16	14	3	8	3	11	10	
	32.9%	15.4%	37.2%	31.1%	30.0%	27.6%	15.0%	39.3%	55.6%	
10%-14%	20	1	6	8	1	2	7			
	14.0%	7.7%	14.0%	17.8%	10.0%	6.9%	35.0%			
15%-19%	5	2	3				1	1	1	
	3.5%	15.4%	7.0%				5.0%	3.6%	5.6%	
20%-29%	4		1	3	1	2				
	2.8%		2.3%	6.7%	10.0%	6.9%				
30%-39%	1			1						
	.7%			2.2%						
50%-74%	1		1			1			1	
	.7%		2.3%			3.4%			5.6%	
NO ANSWER	32	8	15	8	2	5	4	4	4	
BASE	143	13	43	45	10	29	20	28	18	1
MEAN	6.06	5.46	7.42	6.91	5.70	6.48	6.00	3.89	7.50	2.00
SIGMA	175	21	58	53	12	34	24	32	22	1
	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%

Q.12- DOES FIRM PLAN TO EXPAND PHYSICAL PLANT IN 1988?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	314	33	113	84	16	64	42	43	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	73	15	24	19	4	13	13	12	6	
	23.2%	45.5%	21.2%	22.6%	25.0%	20.3%	31.0%	27.9%	15.0%	
NO	241	18	89	65	12	51	29	31	34	3
	76.8%	54.5%	78.8%	77.4%	75.0%	79.7%	69.0%	72.1%	85.0%	100.0%
NO ANSWER	2			1				2		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	274	26	94	73	16	53	41	41	35	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1.5%	2						2			
	.7%						4.9%			
2.0%	4		1	1				2		
	1.5%		1.1%	1.4%				4.9%		
2.5%	1			1						
	.4%			1.4%						
2.8%	1	1					1			
	.4%	3.8%					2.4%			
3.0%	19	4	9	3	2	4	1	3	3	
	6.9%	15.4%	9.6%	4.1%	12.5%	7.5%	2.4%	7.3%	8.6%	
3.5%	6	1	1	3		3		1		
	2.2%	3.8%	1.1%	4.1%		5.7%		2.4%		
3.8%	2		1		1					
	.7%		1.1%		6.3%					
4.0%	91	8	30	27	6	17	12	13	10	2
	33.2%	30.8%	31.9%	37.0%	37.5%	32.1%	29.3%	31.7%	28.6%	66.7%
4.2%	4		1	1	1	3	1			
	1.5%		1.1%	1.4%	6.3%	5.7%	2.4%			
4.3%	2	1		1		1		1		
	.7%	3.8%		1.4%		1.9%		2.4%		
4.4%	1						1			
	.4%						2.4%			
4.5%	25	1	6	6	1	6	5	4	4	
	9.1%	3.8%	6.4%	8.2%	6.3%	11.3%	12.2%	9.8%	11.4%	
5.0%	69	5	30	17	4	12	11	10	12	1
	25.2%	19.2%	31.9%	23.3%	25.0%	22.6%	26.8%	24.4%	34.3%	33.3%

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
5.5%	6 2.2%		1 1.1%	3 4.1%			1 2.4%	1 2.4%		
5.8%	1 .4%						1 2.4%			
6.0%	28 10.2%	3 11.5%	10 10.6%	9 12.3%	1 6.3%	4 7.5%	3 7.3%	4 9.8%	4 11.4%	
6.5%	1 .4%					1 1.9%				
7.0%	4 1.5%		2 2.1%			1 1.9%	2 4.9%	1 2.4%	1 2.9%	
8.0%	3 1.1%	1 3.8%	1 1.1%					1 2.4%	1 2.9%	
9.0%	1 .4%					1 1.9%				
10.0%	2 .7%	1 3.8%	1 1.1%							
12.0%	1 .4%			1 1.4%						
NO ANSWER	42	7	19	12		11	1	4	5	
BASE	274	26	94	73	16	53	41	41	35	3
MEAN	4.60	4.62	4.63	4.59	4.28	4.55	4.54	4.52	4.74	4.33
SIGMA	316 100.2%	33 99.7%	113 100.2%	85 100.1%	16 100.2%	64 100.0%	42 99.8%	45 99.9%	40 100.1%	3 100.0%

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	248 100.0%	25 100.0%	85 100.0%	68 100.0%	16 100.0%	47 100.0%	35 100.0%	37 100.0%	32 100.0%	2 100.0%
.5%	1 .4%		1 1.2%							
1.0%	4 1.6%	2 8.0%					1 2.9%			1 50.0%
1.8%	1 .4%					1 2.1%				
2.0%	2 .8%		2 2.4%							
2.5%	1 .4%		1 1.2%							
3.0%	4 1.6%			1 1.5%	1 6.3%	2 4.3%	1 2.9%			
3.2%	1 .4%		1 1.2%							
4.0%	4 1.6%		1 1.2%	1 1.5%				2 5.4%	1 3.1%	
4.3%	2 .8%		1 1.2%				1 2.9%			
5.0%	13 5.2%	1 4.0%	3 3.5%	4 5.9%		3 6.4%	3 8.6%		3 9.4%	1 50.0%
5.1%	1 .4%				1 6.3%					
5.5%	8 3.2%		1 1.2%	2 2.9%	1 6.3%	1 2.1%	1 2.9%	2 5.4%	1 3.1%	
5.6%	2 .8%		1 1.2%					1 2.7%		

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
5.7%	1 .4%		1 1.2%	1 1.5%		1 2.1%				
6.0%	62 25.0%	6 24.0%	21 24.7%	19 27.9%	5 31.3%	10 21.3%	8 22.9%	6 16.2%	8 25.0%	
6.1%	2 .8%		1 1.2%			1 2.1%			1 3.1%	
6.2%	5 2.0%	2 8.0%	1 1.2%		1 6.3%	1 2.1%	3 8.6%	1 2.7%		
6.3%	1 .4%					1 2.1%				
6.5%	22 8.9%	3 12.0%	5 5.9%	10 14.7%	3 18.8%	7 14.9%	3 8.6%	6 16.2%	5 15.6%	
6.7%	1 .4%		1 1.2%							
6.8%	4 1.6%		2 2.4%	2 2.9%		2 4.3%	1 2.9%	1 2.7%		
6.9%	1 .4%			1 1.5%						
7.0%	66 26.6%	6 24.0%	22 25.9%	18 26.5%	2 12.5%	11 23.4%	7 20.0%	13 35.1%	8 25.0%	
7.1%	1 .4%		1 1.2%							
7.2%	1 .4%		1 1.2%							
7.3%	1 .4%			1 1.5%						
7.5%	11 4.4%	1 4.0%	3 3.5%	5 7.4%	1 6.3%	1 2.1%	1 2.9%	1 2.7%	1 3.1%	

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
8.0%		15	3	8	3		2	3	3	3	
		6.0%	12.0%	9.4%	4.4%		4.3%	8.6%	8.1%	9.4%	
8.5%		1		1							
		.4%		1.2%							
9.0%		5	1	2			2	1	1		
		2.0%	4.0%	2.4%			4.3%	2.9%	2.7%		
10.0%		4		3		1	1	1		1	
		1.6%		3.5%		6.3%	2.1%	2.9%		3.1%	
NO ANSWER		68	8	28	17		17	7	8	8	1
	BASE	248	25	85	68	16	47	35	37	32	2
	MEAN	6.33	6.30	6.50	6.44	6.30	6.39	6.32	6.60	6.52	3.00
SIGMA		316	33	113	85	16	64	42	45	40	3
		99.7%	100.0%	100.4%	100.1%	100.4%	100.0%	100.5%	99.9%	99.9%	100.0%

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	195 100.0%	16 100.0%	64 100.0%	57 100.0%	10 100.0%	34 100.0%	28 100.0%	30 100.0%	20 100.0%	2 100.0%
.0%	1 .5%		1 1.6%							
1.0%	5 2.6%		3 4.7%		1 10.0%			1 3.3%		
1.5%	10 5.1%		4 6.3%	4 7.0%	1 10.0%	3 8.8%	1 3.6%	1 3.3%	1 5.0%	
1.8%	3 1.5%		1 1.6%				2 7.1%		1 5.0%	
1.9%	1 .5%		1 1.6%			1 2.9%				
2.0%	49 25.1%	3 18.8%	10 15.6%	12 21.1%	1 10.0%	12 35.3%	4 14.3%	12 40.0%	6 30.0%	
2.1%	2 1.0%	1 6.3%		1 1.8%	1 10.0%			1 3.3%		
2.2%	2 1.0%					1 2.9%	1 3.6%			
2.3%	3 1.5%	1 6.3%	1 1.6%				1 3.6%			
2.4%	2 1.0%			1 1.8%			1 3.6%			
2.5%	25 12.8%	1 6.3%	6 9.4%	7 12.3%	1 10.0%	5 14.7%	4 14.3%	5 16.7%	5 25.0%	1 50.0%
2.6%	1 .5%			1 1.8%						
2.8%	2 1.0%	1 6.3%		1 1.8%			1 3.6%			

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
2.9%	1 .5%		1 1.6%	1 1.8%		1 2.9%				
3.0%	48 24.6%	6 37.5%	19 29.7%	18 31.6%	3 30.0%	3 8.8%	6 21.4%	6 20.0%	4 20.0%	1 50.0%
3.2%	1 .5%		1 1.6%							
3.4%	1 .5%		1 1.6%	1 1.8%		1 2.9%				
3.5%	3 1.5%	1 6.3%	2 3.1%				1 3.6%			
3.7%	1 .5%			1 1.8%						
3.8%	2 1.0%		1 1.6%				1 3.6%			
4.0%	13 6.7%		6 9.4%	2 3.5%	1 10.0%	2 5.9%	4 14.3%	1 3.3%		
4.5%	3 1.5%		1 1.6%	3 5.3%		2 5.9%				
5.0%	11 5.6%	1 6.3%	5 7.8%	2 3.5%			1 3.6%	2 6.7%	2 10.0%	
7.0%	4 2.1%	1 6.3%		1 1.8%	1 10.0%	3 8.8%		1 3.3%	1 5.0%	
7.5%	1 .5%			1 1.8%						
NO ANSWER	121	17	49	28	6	30	14	15	20	1

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
BASE	195	16	64	57	10	34	28	30	20	2
MEAN	2.81	3.08	2.83	2.94	2.91	2.89	2.83	2.67	2.84	2.75
SIGMA	316	33	113	85	16	64	42	45	40	3
	99.6%	100.4%	100.4%	100.5%	100.0%	99.8%	100.2%	99.9%	100.0%	100.0%

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	239	24	79	67	13	46	34	38	32	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1.0%	5		1	2		2				
	2.1%		1.3%	3.0%		4.3%				
2.0%	5	1	3			1	1	1	1	
	2.1%	4.2%	3.8%			2.2%	2.9%	2.6%	3.1%	
3.0%	1						1			
	.4%						2.9%			
5.0%	1							1		
	.4%							2.6%		
6.0%	3			1		1	1		1	
	1.3%			1.5%		2.2%	2.9%		3.1%	
7.0%	2			1			1			
	.8%			1.5%			2.9%			
7.5%	5	2	2		1	1	1	2		
	2.1%	8.3%	2.5%		7.7%	2.2%	2.9%	5.3%		
7.8%	1			1						
	.4%			1.5%						
8.0%	35	2	9	10		5	7	11	4	
	14.6%	8.3%	11.4%	14.9%		10.9%	20.6%	28.9%	12.5%	
8.3%	3		1	1		3	1	1	1	
	1.3%		1.3%	1.5%		6.5%	2.9%	2.6%	3.1%	
8.5%	28	2	3	9	2	4	6	5	4	1
	11.7%	8.3%	3.8%	13.4%	15.4%	8.7%	17.6%	13.2%	12.5%	50.0%
8.7%	4	2	1	2	1	1		2	2	
	1.7%	8.3%	1.3%	3.0%	7.7%	2.2%		5.3%	6.3%	
8.8%	6		3			3				
	2.5%		3.8%			6.5%				

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
8.9%	1 .4%		1 1.3%			1 2.2%				
9.0%	62 25.9%	6 25.0%	20 25.3%	18 26.9%	4 30.8%	9 19.6%	8 23.5%	3 7.9%	8 25.0%	1 50.0%
9.1%	1 .4%		1 1.3%							
9.3%	1 .4%		1 1.3%							
9.5%	15 6.3%	3 12.5%	6 7.6%	3 4.5%	1 7.7%	6 13.0%	1 2.9%	1 2.6%	2 6.3%	
9.8%	1 .4%		1 1.3%				1 2.9%			
10.0%	33 13.8%	3 12.5%	15 19.0%	11 16.4%	3 23.1%	4 8.7%	2 5.9%	6 15.8%	4 12.5%	
10.4%	1 .4%			1 1.5%				1 2.6%		
10.5%	4 1.7%	2 8.3%	3 3.8%						1 3.1%	
10.7%	1 .4%			1 1.5%					1 3.1%	
11.0%	14 5.9%		6 7.6%	4 6.0%	1 7.7%	3 6.5%	2 5.9%	3 7.9%	1 3.1%	
11.5%	1 .4%		1 1.3%			1 2.2%			1 3.1%	
12.0%	3 1.3%	1 4.2%	1 1.3%	1 1.5%			1 2.9%	1 2.6%		
13.0%	2 .8%			1 1.5%		1 2.2%			1 3.1%	

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
NO ANSWER		77	9	34	18	3	18	8	7	8	1
	BASE	239	24	79	67	13	46	34	38	32	2
	MEAN	8.74	8.87	8.96	8.89	9.21	8.61	8.42	8.69	8.98	8.75
SIGMA		316	33	113	85	16	64	42	45	40	3
		99.9%	99.9%	100.3%	100.1%	100.1%	100.1%	99.6%	99.9%	99.9%	100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING FEDERAL DISCRETIONARY SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	312	31	110	85	16	64	42	44	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	299	29	105	80	15	60	42	41	36	3
	95.8%	93.5%	95.5%	94.1%	93.8%	93.8%	100.0%	93.2%	92.3%	100.0%
NO	3	1		2						
	1.0%	3.2%		2.4%						
UNSURE	10	1	5	3	1	4		3	3	
	3.2%	3.2%	4.5%	3.5%	6.3%	6.3%		6.8%	7.7%	
NO ANSWER	4	2	3					1	1	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	99.9%	100.0%	100.0%	100.1%	100.1%	100.0%	100.0%	100.0%	100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING SPENDING ON ENTITLEMENT PROGRAMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	304	31	109	82	16	62	39	43	38	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	248	27	86	74	13	49	31	36	29	2
	81.6%	87.1%	78.9%	90.2%	81.3%	79.0%	79.5%	83.7%	76.3%	66.7%
NO	26	2	6	4	1	7	4	5	5	
	8.6%	6.5%	5.5%	4.9%	6.3%	11.3%	10.3%	11.6%	13.2%	
UNSURE	30	2	17	4	2	6	4	2	4	1
	9.9%	6.5%	15.6%	4.9%	12.5%	9.7%	10.3%	4.7%	10.5%	33.3%
NO ANSWER	12	2	4	3		2	3	2	2	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.1%	100.1%	100.0%	100.0%	100.1%	100.0%	100.1%	100.0%	100.0%	100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING DEFENSE SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	310	31	108	85	15	64	42	44	37	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	204	23	68	63	12	47	22	29	23	3
	65.8%	74.2%	63.0%	74.1%	80.0%	73.4%	52.4%	65.9%	62.2%	100.0%
NO	70	6	24	13	3	12	14	11	10	
	22.6%	19.4%	22.2%	15.3%	20.0%	18.8%	33.3%	25.0%	27.0%	
UNSURE	36	2	16	9		5	6	4	4	
	11.6%	6.5%	14.8%	10.6%		7.8%	14.3%	9.1%	10.8%	
NO ANSWER	6	2	5		1			1	3	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
SELECTIVELY RAISING TAXES (E.G. OIL IMPORT FEES)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	305	28	108	81	16	64	42	42	38	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	198	22	71	61	12	38	30	21	19	3
	64.9%	78.6%	65.7%	75.3%	75.0%	59.4%	71.4%	50.0%	50.0%	100.0%
NO	82	6	24	15	2	20	9	19	13	
	26.9%	21.4%	22.2%	18.5%	12.5%	31.3%	21.4%	45.2%	34.2%	
UNSURE	25		13	5	2	6	3	2	6	
	8.2%		12.0%	6.2%	12.5%	9.4%	7.1%	4.8%	15.8%	
NO ANSWER	11	5	5	4				3	2	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	99.9%	100.0%	100.0%	100.1%	99.9%	100.0%	100.0%	100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
IMPOSING CONSUMPTION TAX

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	298	27	104	82	14	62	40	43	35	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	67	10	23	15	2	11	11	12	8	2
	22.5%	37.0%	22.1%	18.3%	14.3%	17.7%	27.5%	27.9%	22.9%	66.7%
NO	180	13	65	49	10	39	22	26	22	1
	60.4%	48.1%	62.5%	59.8%	71.4%	62.9%	55.0%	60.5%	62.9%	33.3%
UNSURE	51	4	16	18	2	12	7	5	5	
	17.1%	14.8%	15.4%	22.0%	14.3%	19.4%	17.5%	11.6%	14.3%	
NO ANSWER	18	6	9	3	2	2	2	2	5	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	99.9%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
ABIDING BY GRAMM-RUDMAN FOR ACCROSS-THE-BOARD CUTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	299	28	104	80	15	62	41	43	35	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	185	20	60	49	9	40	22	29	24	2
	61.9%	71.4%	57.7%	61.3%	60.0%	64.5%	53.7%	67.4%	68.6%	66.7%
NO	61	6	22	19	3	9	9	9	4	1
	20.4%	21.4%	21.2%	23.8%	20.0%	14.5%	22.0%	20.9%	11.4%	33.3%
UNSURE	53	2	22	12	3	13	10	5	7	
	17.7%	7.1%	21.2%	15.0%	20.0%	21.0%	24.4%	11.6%	20.0%	
NO ANSWER	17	5	9	5	1	2	1	2	5	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	99.9%	100.1%	100.1%	100.0%	100.0%	100.1%	99.9%	100.0%	100.0%

Q.15- HOW ASSESSED THE REAGAN ADMINISTRATION'S POLICY REGARDING FOREIGN IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	308	31	109	85	16	61	42	43	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
RESTRICTIVE	6	1	3		1	3				
	1.9%	3.2%	2.8%		6.3%	4.9%				
LENIENT	187	19	70	50	10	35	28	26	25	1
	60.7%	61.3%	64.2%	58.8%	62.5%	57.4%	66.7%	60.5%	64.1%	33.3%
ABOUT RIGHT	115	11	36	35	5	23	14	17	14	2
	37.3%	35.5%	33.0%	41.2%	31.3%	37.7%	33.3%	39.5%	35.9%	66.7%
NO ANSWER	8	2	4			3		2	1	
SIGMA	316	33	113	85	16	64	42	45	40	3
	99.9%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.16- IMPACT IMPORTS HAD ON YOUR COMPANY'S SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	313	33	110	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
A SIGNIFICANT IMPACT	101	7	41	36	4	16	4	10	14	2
	32.3%	21.2%	37.3%	42.4%	25.0%	25.0%	9.5%	22.2%	35.0%	66.7%
MINOR BUT GROWING IMPACT	131	11	47	31	8	34	21	15	18	1
	41.9%	33.3%	42.7%	36.5%	50.0%	53.1%	50.0%	33.3%	45.0%	33.3%
NO IMPACT AT ALL	81	15	22	18	4	14	17	20	8	
	25.9%	45.5%	20.0%	21.2%	25.0%	21.9%	40.5%	44.4%	20.0%	
NO ANSWER	3		3							
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.1%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS IN THE CONSUMER HARDLINES INDUSTRY: PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	306	30	110	81	16	63	41	43	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	263	23	96	75	14	57	29	35	35	2
	85.9%	76.7%	87.3%	92.6%	87.5%	90.5%	70.7%	81.4%	89.7%	66.7%
MODERATELY IMPORTANT "2"	41	7	13	6	2	6	10	8	4	1
	13.4%	23.3%	11.8%	7.4%	12.5%	9.5%	24.4%	18.6%	10.3%	33.3%
NOT IMPORTANT "1"	2		1				2			
	.7%		.9%				4.9%			
NO ANSWER	10	3	3	4		1	1	2	1	
BASE	306	30	110	81	16	63	41	43	39	3
MEAN	2.85	2.77	2.86	2.93	2.88	2.91	2.66	2.81	2.90	2.67
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
VALUE OF U.S. DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	293	29	107	75	15	58	41	41	36	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	160	16	49	47	7	33	21	19	22	2
	54.6%	55.2%	45.8%	62.7%	46.7%	56.9%	51.2%	46.3%	61.1%	66.7%
MODERATELY IMPORTANT "2"	112	11	49	21	8	21	17	19	9	1
	38.2%	37.9%	45.8%	28.0%	53.3%	36.2%	41.5%	46.3%	25.0%	33.3%
NOT IMPORTANT "1"	21	2	9	7		4	3	3	5	
	7.2%	6.9%	8.4%	9.3%		6.9%	7.3%	7.3%	13.9%	
NO ANSWER	23	4	6	10	1	6	1	4	4	
BASE	293	29	107	75	15	58	41	41	36	3
MEAN	2.47	2.48	2.37	2.53	2.47	2.50	2.44	2.39	2.47	2.67
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	301	30	108	80	16	62	40	43	37	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	101	15	34	19	7	19	19	18	15	1
	33.6%	50.0%	31.5%	23.8%	43.8%	30.6%	47.5%	41.9%	40.5%	33.3%
MODERATELY IMPORTANT "2"	150	13	51	44	8	28	19	19	18	2
	49.8%	43.3%	47.2%	55.0%	50.0%	45.2%	47.5%	44.2%	48.6%	66.7%
NOT IMPORTANT "1"	50	2	23	17	1	15	2	6	4	
	16.6%	6.7%	21.3%	21.3%	6.3%	24.2%	5.0%	14.0%	10.8%	
NO ANSWER	15	3	5	5		2	2	2	3	
BASE	301	30	108	80	16	62	40	43	37	3
MEAN	2.17	2.43	2.10	2.03	2.38	2.07	2.43	2.28	2.30	2.33
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.1%	100.1%	100.0%	100.0%	100.1%	99.9%	100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	304	30	110	80	15	61	41	43	38	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	192	19	67	53	10	42	24	31	25	1
	63.2%	63.3%	60.9%	66.3%	66.7%	68.9%	58.5%	72.1%	65.8%	33.3%
MODERATELY IMPORTANT "2"	100	9	41	25	5	15	15	11	13	2
	32.9%	30.0%	37.3%	31.3%	33.3%	24.6%	36.6%	25.6%	34.2%	66.7%
NOT IMPORTANT "1"	12	2	2	2		4	2	1		
	3.9%	6.7%	1.8%	2.5%		6.6%	4.9%	2.3%		
NO ANSWER	12	3	3	5	1	3	1	2	2	
BASE	304	30	110	80	15	61	41	43	38	3
MEAN	2.59	2.57	2.59	2.64	2.67	2.62	2.54	2.70	2.66	2.33
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.1%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	303	29	109	81	16	62	41	42	38	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	158	17	54	47	10	29	20	27	21	2
	52.1%	58.6%	49.5%	58.0%	62.5%	46.8%	48.8%	64.3%	55.3%	66.7%
MODERATELY IMPORTANT "2"	123	11	45	28	6	28	19	13	14	1
	40.6%	37.9%	41.3%	34.6%	37.5%	45.2%	46.3%	31.0%	36.8%	33.3%
NOT IMPORTANT "1"	22	1	10	6		5	2	2	3	
	7.3%	3.4%	9.2%	7.4%		8.1%	4.9%	4.8%	7.9%	
NO ANSWER	13	4	4	4		2	1	3	2	
BASE	303	29	109	81	16	62	41	42	38	3
MEAN	2.45	2.55	2.40	2.51	2.63	2.39	2.44	2.60	2.47	2.67
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	99.9%	100.0%	100.0%	100.0%	100.1%	100.0%	100.1%	100.0%	100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO ANSWER
TOTAL ANSWERING	303	30	109	81	16	60	41	43	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	156	16	52	45	8	29	19	19	15	1
	51.5%	53.3%	47.7%	55.6%	50.0%	48.3%	46.3%	44.2%	38.5%	33.3%
MODERATELY IMPORTANT "2"	117	13	44	27	6	25	20	21	19	2
	38.6%	43.3%	40.4%	33.3%	37.5%	41.7%	48.8%	48.8%	48.7%	66.7%
NOT IMPORTANT "1"	30	1	13	9	2	6	2	3	5	
	9.9%	3.3%	11.9%	11.1%	12.5%	10.0%	4.9%	7.0%	12.8%	
NO ANSWER	13	3	4	4		4	1	2	1	
BASE	303	30	109	81	16	60	41	43	39	3
MEAN	2.42	2.50	2.36	2.44	2.38	2.38	2.42	2.37	2.26	2.33
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS IN THE CONSUMER HARDLINES INDUSTRY: CUSTOMER'S LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	296	28	108	77	16	61	41	40	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	85	6	38	24	2	19	10	12	13	1
	28.7%	21.4%	35.2%	31.2%	12.5%	31.1%	24.4%	30.0%	33.3%	33.3%
MODERATELY IMPORTANT "2"	116	9	36	34	11	26	16	14	12	2
	39.2%	32.1%	33.3%	44.2%	68.8%	42.6%	39.0%	35.0%	30.8%	66.7%
NOT IMPORTANT "1"	95	13	34	19	3	16	15	14	14	
	32.1%	46.4%	31.5%	24.7%	18.8%	26.2%	36.6%	35.0%	35.9%	
NO ANSWER	20	5	5	8		3	1	5	1	
BASE	296	28	108	77	16	61	41	40	39	3
MEAN	1.97	1.75	2.04	2.07	1.94	2.05	1.88	1.95	1.97	2.33
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	99.9%	100.0%	100.1%	100.1%	99.9%	100.0%	100.0%	100.0%	100.0%

Q.18- WHETHER FAVOR ENACTMENT OF PROVISION IN THE OMNIBUS TRADE BILL:
NEW TRADE NEGOTIATIONS AUTHORITY FOR THE PRESIDENT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	311	33	110	84	16	63	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	170	16	49	52	8	34	27	21	22	
	54.7%	48.5%	44.5%	61.9%	50.0%	54.0%	64.3%	46.7%	55.0%	
NO	38	8	17	6	1	9	4	8	3	
	12.2%	24.2%	15.5%	7.1%	6.3%	14.3%	9.5%	17.8%	7.5%	
UNSURE	103	9	44	26	7	20	11	16	15	3
	33.1%	27.3%	40.0%	31.0%	43.8%	31.7%	26.2%	35.6%	37.5%	100.0%
NO ANSWER	5		3	1		1				
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.1%	100.0%	100.0%

Q.18- WHETHER FAVOR ENACTMENT OF PROVISION IN THE OMNIBUS TRADE BILL:
MANDATORY RETALIATION FOR UNFAIR TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	312	33	111	84	16	63	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	182	17	64	52	9	29	24	24	17	3
	58.3%	51.5%	57.7%	61.9%	56.3%	46.0%	57.1%	53.3%	42.5%	100.0%
NO	64	9	21	17	2	19	9	11	8	
	20.5%	27.3%	18.9%	20.2%	12.5%	30.2%	21.4%	24.4%	20.0%	
UNSURE	66	7	26	15	5	15	9	10	15	
	21.2%	21.2%	23.4%	17.9%	31.3%	23.8%	21.4%	22.2%	37.5%	
NO ANSWER	4		2	1		1				
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	99.9%	99.9%	100.0%	100.0%

Q.18- WHETHER FAVOR ENACTMENT OF PROVISION IN THE OMNIBUS TRADE BILL:
EXTENDED RELIEF FOR DOMESTIC INDUSTRIES INJURED BY IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	309 100.0%	32 100.0%	109 100.0%	83 100.0%	16 100.0%	63 100.0%	42 100.0%	44 100.0%	40 100.0%	3 100.0%
YES	54 17.5%	7 21.9%	24 22.0%	10 12.0%	3 18.8%	11 17.5%	5 11.9%	7 15.9%	3 7.5%	1 33.3%
NO	155 50.2%	18 56.3%	52 47.7%	43 51.8%	7 43.8%	32 50.8%	21 50.0%	23 52.3%	23 57.5%	2 66.7%
UNSURE	100 32.4%	7 21.9%	33 30.3%	30 36.1%	6 37.5%	20 31.7%	16 38.1%	14 31.8%	14 35.0%	
NO ANSWER	7	1	4	2		1		1		
SIGMA	316 100.1%	33 100.1%	113 100.0%	85 99.9%	16 100.1%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.18- WHETHER FAVOR ENACTMENT OF PROVISION IN THE OMNIBUS TRADE BILL:
MORE GENEROUS WORKER READJUSTMENT TRAINING PROGRAMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	311	32	110	84	16	63	42	44	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	69	8	27	11	7	16	10	10	11	1
	22.2%	25.0%	24.5%	13.1%	43.8%	25.4%	23.8%	22.7%	27.5%	33.3%
NO	135	15	44	45	4	24	18	19	15	1
	43.4%	46.9%	40.0%	53.6%	25.0%	38.1%	42.9%	43.2%	37.5%	33.3%
UNSURE	107	9	39	28	5	23	14	15	14	1
	34.4%	28.1%	35.5%	33.3%	31.3%	36.5%	33.3%	34.1%	35.0%	33.3%
NO ANSWER	5	1	3	1		1		1		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	99.9%

Q.18- WHETHER FAVOR ENACTMENT OF PROVISION IN THE OMNIBUS TRADE BILL:
MANDATORY NOTICE FOR PLANT CLOSINGS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	311	33	110	85	16	62	42	45	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	38	5	14	5	3	9	9	5	6	
	12.2%	15.2%	12.7%	5.9%	18.8%	14.5%	21.4%	11.1%	15.4%	
NO	229	22	77	71	11	41	30	32	27	2
	73.6%	66.7%	70.0%	83.5%	68.8%	66.1%	71.4%	71.1%	69.2%	66.7%
UNSURE	44	6	19	9	2	12	3	8	6	1
	14.1%	18.2%	17.3%	10.6%	12.5%	19.4%	7.1%	17.8%	15.4%	33.3%
NO ANSWER	5		3			2			1	
SIGMA	316	33	113	85	16	64	42	45	40	3
	99.9%	100.1%	100.0%	100.0%	100.1%	100.0%	99.9%	100.0%	100.0%	100.0%

Q.19- DO YOU FORECAST A CHANGE DURING 1988
IN HOW IMPORTS AFFECT COMPANY?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	315	33	113	84	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	138	6	57	37	6	35	13	16	20	1
	43.8%	18.2%	50.4%	44.0%	37.5%	54.7%	31.0%	35.6%	50.0%	33.3%
NO	177	27	56	47	10	29	29	29	20	2
	56.2%	81.8%	49.6%	56.0%	62.5%	45.3%	69.0%	64.4%	50.0%	66.7%
NO ANSWER	1			1						
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.20- DOES COMPANY CURRENTLY EXPORT?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	314	32	111	84	16	63	42	44	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	252	23	88	75	14	50	30	39	31	3
	80.3%	71.9%	79.3%	89.3%	87.5%	79.4%	71.4%	88.6%	77.5%	100.0%
NO	62	9	23	9	2	13	12	5	9	
	19.7%	28.1%	20.7%	10.7%	12.5%	20.6%	28.6%	11.4%	22.5%	
NO ANSWER	2	1	2	1		1		1		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.20- PERCENTAGE OF FIRM'S TOTAL DOLLAR SALES FROM EXPORTS

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING		241	23	85	71	14	47	27	37	31	3
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%		119	11	43	30	7	22	11	24	14	1
		49.4%	47.8%	50.6%	42.3%	50.0%	46.8%	40.7%	64.9%	45.2%	33.3%
5%-9%		70	4	28	21	5	11	8	7	9	2
		29.0%	17.4%	32.9%	29.6%	35.7%	23.4%	29.6%	18.9%	29.0%	66.7%
10%-14%		33	5	8	10	1	11	8	4	6	
		13.7%	21.7%	9.4%	14.1%	7.1%	23.4%	29.6%	10.8%	19.4%	
15%-19%		6		1	2				1	2	
		2.5%		1.2%	2.8%				2.7%	6.5%	
20%-29%		9	2	4	6	1	2				
		3.7%	8.7%	4.7%	8.5%	7.1%	4.3%				
30%-39%		2	1		1				1		
		.8%	4.3%		1.4%				2.7%		
40%-49%		1		1							
		.4%		1.2%							
50%-74%		1			1		1				
		.4%			1.4%		2.1%				
NO ANSWER		11		3	4		3	3	2		
	BASE	241	23	85	71	14	47	27	37	31	3
	MEAN	6.04	6.91	5.41	7.89	5.43	6.85	5.67	4.81	5.7[illegible]	5.00
SIGMA		252	23	88	75	14	50	30	39	31	3
		99.9%	99.9%	100.0%	100.1%	99.9%	100.0%	99.9%	100.0%	100.1%	100.0%

Q.21- IS COMPANY FORECASTING HIGHER EXPORT SALES IN 1988?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	300 100.0%	31 100.0%	105 100.0%	82 100.0%	15 100.0%	63 100.0%	41 100.0%	43 100.0%	40 100.0%	3 100.0%
YES	182 60.7%	14 45.2%	58 55.2%	62 75.6%	12 80.0%	39 61.9%	23 56.1%	29 67.4%	26 65.0%	2 66.7%
NO	118 39.3%	17 54.8%	47 44.8%	20 24.4%	3 20.0%	24 38.1%	18 43.9%	14 32.6%	14 35.0%	1 33.3%
NO ANSWER	16	2	8	3	1	1	1	2		
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.21- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	175	14	56	58	11	37	23	29	24	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	16	1	6	2	1	3	2	6	3	
	9.1%	7.1%	10.7%	3.4%	9.1%	8.1%	8.7%	20.7%	12.5%	
5%-9%	28	3	9	5	1	8	2	5	1	1
	16.0%	21.4%	16.1%	8.6%	9.1%	21.6%	8.7%	17.2%	4.2%	50.0%
10%-14%	62	6	25	22	4	12	6	12	13	1
	35.4%	42.9%	44.6%	37.9%	36.4%	32.4%	26.1%	41.4%	54.2%	50.0%
15%-19%	10		2	7		1	2	1		
	5.7%		3.6%	12.1%		2.7%	8.7%	3.4%		
20%-29%	24		6	8	1	4	5	1	4	
	13.7%		10.7%	13.8%	9.1%	10.8%	21.7%	3.4%	16.7%	
30%-39%	10	1	2	5	2	3	2	1	1	
	5.7%	7.1%	3.6%	8.6%	18.2%	8.1%	8.7%	3.4%	4.2%	
40%-49%	2		1	1						
	1.1%		1.8%	1.7%						
50%-74%	13	2	2	4		2	1	3	2	
	7.4%	14.3%	3.6%	6.9%		5.4%	4.3%	10.3%	8.3%	
100%	10	1	3	4	2	4	3			
	5.7%	7.1%	5.4%	6.9%	18.2%	10.8%	13.0%			
NO ANSWER	7		2	4	1	2			2	
BASE	175	14	56	58	11	37	23	29	24	2
MEAN	20.35	22.43	17.54	22.86	29.91	23.78	27.30	13.24	15.17	7.50
SIGMA	182	14	58	62	12	39	23	29	26	2
	99.8%	99.9%	100.1%	99.9%	100.1%	99.9%	99.9%	99.8%	100.1%	100.0%

Q.22- TREND OF COMPNAY'S EXPORT SALES IN 1987
COMPARED WITH PREVIOUS YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	260	26	91	76	15	55	31	41	33	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SIGNIFICANT INCREASE	47	4	10	16	3	6	10	5	4	
	18.1%	15.4%	11.0%	21.1%	20.0%	10.9%	32.3%	12.2%	12.1%	
SLIGHT INCREASE	113	11	39	36	4	27	11	20	17	2
	43.5%	42.3%	42.9%	47.4%	26.7%	49.1%	35.5%	48.8%	51.5%	66.7%
STABLE	63	7	24	15	7	15	7	10	8	1
	24.2%	26.9%	26.4%	19.7%	46.7%	27.3%	22.6%	24.4%	24.2%	33.3%
SMALL DECLINE	25	4	14	6	1	5	2	2	2	
	9.6%	15.4%	15.4%	7.9%	6.7%	9.1%	6.5%	4.9%	6.1%	
SIGNIFICANT DECLINE	12		4	3		2	1	4	2	
	4.6%		4.4%	3.9%		3.6%	3.2%	9.8%	6.1%	
NO ANSWER	56	7	22	9	1	9	11	4	7	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.1%	100.0%	100.1%	100.0%	100.1%	100.1%	100.0%	100.0%

Q.23- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	233	16	92	69	11	46	26	27	31	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
TAIWAN	170	9	70	54	8	33	16	18	24	2
	73.0%	56.3%	76.1%	78.3%	72.7%	71.7%	61.5%	66.7%	77.4%	66.7%
KOREA	108	7	45	31	8	16	16	10	12	1
	46.4%	43.8%	48.9%	44.9%	72.7%	34.8%	61.5%	37.0%	38.7%	33.3%
JAPAN	91	4	27	40	7	14	10	11	9	2
	39.1%	25.0%	29.3%	58.0%	63.6%	30.4%	38.5%	40.7%	29.0%	66.7%
CHINA	47	2	27	15	1	10	3	6	4	
	20.2%	12.5%	29.3%	21.7%	9.1%	21.7%	11.5%	22.2%	12.9%	
HONG KONG	31	1	15	10	2	6	3	2	6	
	13.3%	6.3%	16.3%	14.5%	18.2%	13.0%	11.5%	7.4%	19.4%	
GERMANY	31	1	8	9	2	8	7	4	3	
	13.3%	6.3%	8.7%	13.0%	18.2%	17.4%	26.9%	14.8%	9.7%	
ITALY	23	1	9	3	1	5	2	5	5	1
	9.9%	6.3%	9.8%	4.3%	9.1%	10.9%	7.7%	18.5%	16.1%	33.3%
MEXICO	22	6	4	4		4	4	4	3	
	9.4%	37.5%	4.3%	5.8%		8.7%	15.4%	14.8%	9.7%	
BRAZIL	18	1	7	4	1	6	3	2	3	
	7.7%	6.3%	7.6%	5.8%	9.1%	13.0%	11.5%	7.4%	9.7%	
ALL OTHER	69	8	27	20	2	14	6	7	8	1
	29.6%	50.0%	29.3%	29.0%	18.2%	30.4%	23.1%	25.9%	25.8%	33.3%
NO ANSWER	83	17	21	16	5	18	16	18	9	
SIGMA	693	57	260	206	37	134	86	87	86	7
	261.9%	250.3%	259.6%	275.3%	290.9%	252.0%	269.1%	255.4%	248.4%	233.3%

Q.24- PERCENTAGE OF EXPORT SALES MADE TO CANADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	248	24	92	69	12	49	32	37	29	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	64	12	26	8	2	13	14	12	9	
	25.8%	50.0%	28.3%	11.6%	16.7%	26.5%	43.8%	32.4%	31.0%	
1%-4%	43	3	19	8	4	9	2	7	5	
	17.3%	12.5%	20.7%	11.6%	33.3%	18.4%	6.3%	18.9%	17.2%	
5%-9%	21	2	6	6	1	4	3	5	3	1
	8.5%	8.3%	6.5%	8.7%	8.3%	8.2%	9.4%	13.5%	10.3%	50.0%
10%-14%	14	2	1	7		2	1		1	
	5.6%	8.3%	1.1%	10.1%		4.1%	3.1%		3.4%	
15%-19%	8	1	3	3	1	2		2	1	
	3.2%	4.2%	3.3%	4.3%	8.3%	4.1%		5.4%	3.4%	
20%-29%	18		6	7	2	2	5	1	2	
	7.3%		6.5%	10.1%	16.7%	4.1%	15.6%	2.7%	6.9%	
30%-39%	11		3	7		1	2	2		
	4.4%		3.3%	10.1%		2.0%	6.3%	5.4%		
40%-49%	3		1	2		2			1	
	1.2%		1.1%	2.9%		4.1%			3.4%	
50%-74%	24	2	10	6		3	5	1	3	1
	9.7%	8.3%	10.9%	8.7%		6.1%	15.6%	2.7%	10.3%	50.0%
75%-99%	26	1	12	9	1	7		5	3	
	10.5%	4.2%	13.0%	13.0%	8.3%	14.3%		13.5%	10.3%	
100%	16	1	5	6	1	4		2	1	
	6.5%	4.2%	5.4%	8.7%	8.3%	8.2%		5.4%	3.4%	
NO ANSWER	68	9	21	16	4	15	10	8	11	1
BASE	248	24	92	69	12	49	32	37	29	2
MEAN	25.75	13.88	26.67	33.97	22.08	27.86	14.03	21.65	21.86	28.00

(CONTINUED...)

Q.24- PERCENTAGE OF EXPORT SALES MADE TO CANADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.1%	99.8%	99.9%	100.1%	100.1%	99.9%	99.6%	100.0%

Q.25- PERCENTAGE OF COMPANY'S RAW MATERIALS ARE PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	240	25	86	66	14	47	35	35	33	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	120	17	44	27	9	25	22	12	15	
	50.0%	68.0%	51.2%	40.9%	64.3%	53.2%	62.9%	34.3%	45.5%	
1%-4%	29		9	11	1	5	2	4	4	1
	12.1%		10.5%	16.7%	7.1%	10.6%	5.7%	11.4%	12.1%	100.0%
5%-9%	28	2	11	8	1	4	4	5	2	
	11.7%	8.0%	12.8%	12.1%	7.1%	8.5%	11.4%	14.3%	6.1%	
10%-14%	22	2	6	9	1	5	3	7	1	
	9.2%	8.0%	7.0%	13.6%	7.1%	10.6%	8.6%	20.0%	3.0%	
15%-19%	4		2		1		1	1	1	
	1.7%		2.3%		7.1%		2.9%	2.9%	3.0%	
20%-29%	18	3	9	6		3	1	1	6	
	7.5%	12.0%	10.5%	9.1%		6.4%	2.9%	2.9%	18.2%	
30%-39%	8		1	3		2	1	1		
	3.3%		1.2%	4.5%		4.3%	2.9%	2.9%		
40%-49%	4		2				1	1	2	
	1.7%		2.3%				2.9%	2.9%	6.1%	
50%-74%	5		2	2	1	3		1	2	
	2.1%		2.3%	3.0%	7.1%	6.4%		2.9%	6.1%	
75%-99%	2	1						2		
	.8%	4.0%						5.7%		
NO ANSWER	76	8	27	19	2	17	7	10	7	2
BASE	240	25	86	66	14	47	35	35	33	1
MEAN	7.08	7.04	6.70	7.21	5.79	7.60	4.71	12.29	10.94	4.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.1%	100.0%	100.1%	99.9%	99.8%	100.0%	100.2%	100.2%	100.1%	100.0%

Q.25- PERCENTAGE OF COMPANY'S COMPONENTS ARE PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	232	25	82	63	15	48	36	33	32	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	106	18	40	19	6	18	15	24	13	
	45.7%	72.0%	48.8%	30.2%	40.0%	37.5%	41.7%	72.7%	40.6%	
1%-4%	37	2	15	18	2	6	4	3	4	
	15.9%	8.0%	18.3%	28.6%	13.3%	12.5%	11.1%	9.1%	12.5%	
5%-9%	35	1	10	12	1	10	6	4	6	1
	15.1%	4.0%	12.2%	19.0%	6.7%	20.8%	16.7%	12.1%	18.8%	100.0%
10%-14%	22		4	6	3	8	6		4	
	9.5%		4.9%	9.5%	20.0%	16.7%	16.7%		12.5%	
15%-19%	9		5	1		1	1		2	
	3.9%		6.1%	1.6%		2.1%	2.8%		6.3%	
20%-29%	7	2	1	1		1	2	2	1	
	3.0%	8.0%	1.2%	1.6%		2.1%	5.6%	6.1%	3.1%	
30%-39%	8		5	2	1	2	1			
	3.4%		6.1%	3.2%	6.7%	4.2%	2.8%			
40%-49%	3		1	3	2	1			1	
	1.3%		1.2%	4.8%	13.3%	2.1%			3.1%	
50%-74%	3	1		1		1	1		1	
	1.3%	4.0%		1.6%		2.1%	2.8%		3.1%	
100%	2	1	1							
	.9%	4.0%	1.2%							
NO ANSWER	84	8	31	22	1	16	6	12	8	2
BASE	232	25	82	63	15	48	36	33	32	1
MEAN	6.51	8.00	6.29	7.06	10.33	7.54	6.81	2.03	7.16	5.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.1%	100.0%	100.1%	100.2%	100.0%	100.0%	100.0%

Q.25- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS ARE PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	249	23	88	65	14	48	37	34	33	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0%	111	14	31	27	8	24	17	19	9	
	44.6%	60.9%	35.2%	41.5%	57.1%	50.0%	45.9%	55.9%	27.3%	
1%-4%	46	3	20	12	1	5	9	7	7	
	18.5%	13.0%	22.7%	18.5%	7.1%	10.4%	24.3%	20.6%	21.2%	
5%-9%	31	2	13	10	2	5	5	5	2	
	12.4%	8.7%	14.8%	15.4%	14.3%	10.4%	13.5%	14.7%	6.1%	
10%-14%	21	2	11	4	1	5		1	7	
	8.4%	8.7%	12.5%	6.2%	7.1%	10.4%		2.9%	21.2%	
15%-19%	8		3	1	1	2	2		2	
	3.2%		3.4%	1.5%	7.1%	4.2%	5.4%		6.1%	
20%-29%	12		5	4		1	1	2	1	1
	4.8%		5.7%	6.2%		2.1%	2.7%	5.9%	3.0%	100.0%
30%-39%	3			2		1			1	
	1.2%			3.1%		2.1%			3.0%	
40%-49%	4			3	1	2			2	
	1.6%			4.6%	7.1%	4.2%			6.1%	
50%-74%	8	1	2	2		3	2		1	
	3.2%	4.3%	2.3%	3.1%		6.3%	5.4%		3.0%	
75%-99%	3		2				1		1	
	1.2%		2.3%				2.7%		3.0%	
100%	2	1	1							
	.8%	4.3%	1.1%							
NO ANSWER	67	10	25	20	2	16	5	11	7	2

(CONTINUED...)

Q.25- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS ARE PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
	BASE	249	23	88	65	14	48	37	34	33	1
	MEAN	8.09	8.00	8.50	8.28	5.79	9.02	8.11	2.68	12.61	20.00
SIGMA		316	33	113	85	16	64	42	45	40	3
		99.9%	99.9%	100.0%	100.1%	99.8%	100.1%	99.9%	100.0%	100.0%	100.0%

Q.26- IF U.S. - CANADIAN FREE TRADE TREATY IS RATIFIED,
WOULD ANTICIPATE AN INCREASE IN SALES TO CANADA?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	297	29	104	83	15	60	39	41	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	230	19	81	71	12	49	25	29	31	2
	77.4%	65.5%	77.9%	85.5%	80.0%	81.7%	64.1%	70.7%	79.5%	66.7%
NO	67	10	23	12	3	11	14	12	8	1
	22.6%	34.5%	22.1%	14.5%	20.0%	18.3%	35.9%	29.3%	20.5%	33.3%
NO ANSWER	19	4	9	2	1	4	3	4	1	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.27- HAS YOUR COMPANY INITIATED LEGAL ACTION TO STOP AN INFRINGEMENT OF A DESIGN PATENT, UTILITY PATENT, TRADEMARK, OR COPYRIGHT BY A FOREIGN MANUFACTURER IN 1987?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	310	32	112	82	16	62	41	43	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	44	1	16	20	3	8	2	7	12	1
	14.2%	3.1%	14.3%	24.4%	18.8%	12.9%	4.9%	16.3%	30.0%	33.3%
NO	266	31	96	62	13	54	39	36	28	2
	85.8%	96.9%	85.7%	75.6%	81.3%	87.1%	95.1%	83.7%	70.0%	66.7%
NO ANSWER	6	1	1	3		2	1	2		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.28- HAS YOUR COMPANY EVER REQUESTED THE CUSTOMS SERVICE TO INSPECT AND/OR SEIZE A SHIPMENT OF GOODS WHICH IT BELIEVED INFRINGED ON ITS TRADEMARK OR PATENTS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	311	33	112	83	16	63	41	44	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	38	1	11	12	2	11	5	2	6	2
	12.2%	3.0%	9.8%	14.5%	12.5%	17.5%	12.2%	4.5%	15.0%	66.7%
NO	273	32	101	71	14	52	36	42	34	1
	87.8%	97.0%	90.2%	85.5%	87.5%	82.5%	87.8%	95.5%	85.0%	33.3%
NO ANSWER	5		1	2		1	1	1		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.29- FROM YOUR OWN EXPERIENCE, IS THE LAW WHICH REQUIRES IMPORTED FINISHED PRODUCTS TO BE CONSPICUOUSLY MARKED WITH THEIR COUNTRY OF ORIGIN BEING ADEQUATELY ENFORCED BY THE U.S. CUSTOMS SERVICE?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	286	29	107	79	15	59	37	38	35	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	86	10	34	25	3	20	11	10	13	
	30.1%	34.5%	31.8%	31.6%	20.0%	33.9%	29.7%	26.3%	37.1%	
NO	200	19	73	54	12	39	26	28	22	3
	69.9%	65.5%	68.2%	68.4%	80.0%	66.1%	70.3%	73.7%	62.9%	100.0%
NO ANSWER	30	4	6	6	1	5	5	7	5	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.30- DOES COMPANY PLACE "MADE IN U.S.A." OR SIMILAR DESIGNATION ON ITS "PRODUCTS" PRODUCED IN THIS COUNTRY?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	307	33	112	85	16	61	37	43	37	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	188	10	61	73	13	36	17	26	26	1
	61.2%	30.3%	54.5%	85.9%	81.3%	59.0%	45.9%	60.5%	70.3%	33.3%
NO	119	23	51	12	3	25	20	17	11	2
	38.8%	69.7%	45.5%	14.1%	18.8%	41.0%	54.1%	39.5%	29.7%	66.7%
NO ANSWER	9		1			3	5	2	3	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.30- DOES COMPANY PLACE "MADE IN U.S.A." OR SIMILAR DESIGNATION ON ITS "PACKAGING" PRODUCED IN THIS COUNTRY?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	305	33	111	81	16	62	40	43	38	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	240	20	88	72	13	47	30	30	30	2
	78.7%	60.6%	79.3%	88.9%	81.3%	75.8%	75.0%	69.8%	78.9%	66.7%
NO	65	13	23	9	3	15	10	13	8	1
	21.3%	39.4%	20.7%	11.1%	18.8%	24.2%	25.0%	30.2%	21.1%	33.3%
NO ANSWER	11		2	4		2	2	2	2	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.31- HAS COMPANY OBTAINED ANY EVIDENCE WHICH SUGGESTS THAT FOREIGN MANUFACTURERS OR U.S. DISTRIBUTORS MAY BE PLACING FALSE COUNTRY-OF-ORIGIN DESIGNATIONS ON IMPORTED PRODUCTS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	303	29	109	85	16	62	37	43	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	57	3	20	23	4	9	5	8	5	1
	18.8%	10.3%	18.3%	27.1%	25.0%	14.5%	13.5%	18.6%	12.5%	33.3%
NO	246	26	89	62	12	53	32	35	35	2
	81.2%	89.7%	81.7%	72.9%	75.0%	85.5%	86.5%	81.4%	87.5%	66.7%
NO ANSWER	13	4	4			2	5	2		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.32- HAVE YOUR COMPANY'S PRODUCT LIABILITY INSURANCE PREMIUMS INCREASED OVER THE PAST YEAR?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	299	33	106	80	15	61	37	44	38	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASED	190	20	68	50	9	40	24	31	23	2
	63.5%	60.6%	64.2%	62.5%	60.0%	65.6%	64.9%	70.5%	60.5%	66.7%
DECREASED	22	2	6	5	2	4	6	2	3	1
	7.4%	6.1%	5.7%	6.3%	13.3%	6.6%	16.2%	4.5%	7.9%	33.3%
STAYED THE SAME	87	11	32	25	4	17	7	11	12	
	29.1%	33.3%	30.2%	31.3%	26.7%	27.9%	18.9%	25.0%	31.6%	
NO ANSWER	17		7	5	1	3	5	1	2	
SIGMA	615	66	219	165	31	125	79	89	78	6
	200.0%	200.0%	200.1%	200.1%	200.0%	200.1%	200.0%	200.0%	200.0%	200.0%

Q.32- ESTIMATE THE PERCENTAGE OF INCREASE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	150	15	51	41	7	32	19	26	19	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	3		2	1	1					
	2.0%		3.9%	2.4%	14.3%					
5%-9%	15	2	6	1			2	4	3	1
	10.0%	13.3%	11.8%	2.4%			10.5%	15.4%	15.8%	50.0%
10%-14%	32	5	11	6	2	9	3	7	3	1
	21.3%	33.3%	21.6%	14.6%	28.6%	28.1%	15.8%	26.9%	15.8%	50.0%
15%-19%	15	2	4	5	1	2	2	2	3	
	10.0%	13.3%	7.8%	12.2%	14.3%	6.3%	10.5%	7.7%	15.8%	
20%-29%	33	2	13	13	1	5	4	2	4	
	22.0%	13.3%	25.5%	31.7%	14.3%	15.6%	21.1%	7.7%	21.1%	
30%-39%	10	1	4	2		2		3	2	
	6.7%	6.7%	7.8%	4.9%		6.3%		11.5%	10.5%	
40%-49%	8		1	3	1	1	2	2		
	5.3%		2.0%	7.3%	14.3%	3.1%	10.5%	7.7%		
50%-74%	13	2	6	4		3	1	3	3	
	8.7%	13.3%	11.8%	9.8%		9.4%	5.3%	11.5%	15.8%	
75%-99%	2		1	1		1				
	1.3%		2.0%	2.4%		3.1%				
100%	19	1	3	5	1	9	5	3	1	
	12.7%	6.7%	5.9%	12.2%	14.3%	28.1%	26.3%	11.5%	5.3%	
NO ANSWER	40	5	17	9	2	8	5	5	4	
BASE	150	15	51	41	7	32	19	26	19	2
MEAN	31.66	24.80	26.14	34.20	28.29	45.97	42.11	30.54	26.26	7.50
SIGMA	190	20	68	50	9	40	24	31	23	2
	100.0%	99.9%	100.1%	99.9%	100.1%	100.0%	100.0%	99.9%	100.1%	100.0%

Q.32- ESTIMATE THE PERCENTAGE OF DECREASE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	19	1	5	5	2	3	5	1	3	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	3		2		1		1			
	15.8%		40.0%		50.0%		20.0%			
5%-9%	4	1	3	2		1		1	1	
	21.1%	100.0%	60.0%	40.0%		33.3%		100.0%	33.3%	
10%-14%	2						1		1	
	10.5%						20.0%		33.3%	
15%-19%	1									1
	5.3%									100.0%
20%-29%	3			1	1		2			
	15.8%			20.0%	50.0%		40.0%			
30%-39%	3			1		1			1	
	15.8%			20.0%		33.3%			33.3%	
40%-49%	2					1	1			
	10.5%					33.3%	20.0%			
100%	1			1						
	5.3%			20.0%						
NO ANSWER	3	1	1			1	1	1		
BASE	19	1	5	5	2	3	5	1	3	1
MEAN	21.32	8.00	4.40	32.60	11.50	25.00	18.60	8.00	16.67	15.00
SIGMA	22	2	6	5	2	4	6	2	3	1
	100.1%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	99.9%	100.0%

Q.33- HAS COMPANY EXPERIENCE DIFFICULTY
IN RENEWING THIS INSURANCE?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	300	30	109	81	16	62	35	42	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	79	11	25	21	3	16	12	15	9	2
	26.3%	36.7%	22.9%	25.9%	18.8%	25.8%	34.3%	35.7%	22.5%	66.7%
NO	221	19	84	60	13	46	23	27	31	1
	73.7%	63.3%	77.1%	74.1%	81.3%	74.2%	65.7%	64.3%	77.5%	33.3%
NO ANSWER	16	3	4	4		2	7	3		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.34- HAS COMPANY'S PRODUCT LIABILITY COVERAGE CHANGE IN 1987 - "COVERAGE"?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	273	29	99	74	12	57	30	37	36	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
DECREASED	44	5	12	12	3	12	11	6	3	
	16.1%	17.2%	12.1%	16.2%	25.0%	21.1%	36.7%	16.2%	8.3%	
NO CHANGE	229	24	87	62	9	45	19	31	33	3
	83.9%	82.8%	87.9%	83.8%	75.0%	78.9%	63.3%	83.8%	91.7%	100.0%
NO ANSWER	43	4	14	11	4	7	12	8	4	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.34- HAS COMPANY'S PRODUCT LIABILITY COVERAGE CHANGE IN 1987 - "AMOUNT OF DEDUCTIBLE"?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	261	28	97	68	12	51	32	37	30	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASED	100	11	30	24	5	22	20	17	10	1
	38.3%	39.3%	30.9%	35.3%	41.7%	43.1%	62.5%	45.9%	33.3%	50.0%
NO CHANGE	161	17	67	44	7	29	12	20	20	1
	61.7%	60.7%	69.1%	64.7%	58.3%	56.9%	37.5%	54.1%	66.7%	50.0%
NO ANSWER	55	5	16	17	4	13	10	8	10	1
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.35- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988: "PARENTAL AND DISABILITY LEAVE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	306	32	110	82	16	61	40	44	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	92	6	34	33	4	19	9	14	11	2
	30.1%	18.8%	30.9%	40.2%	25.0%	31.1%	22.5%	31.8%	28.2%	66.7%
MODERATELY IMPORTANT "2"	131	18	45	30	6	25	16	21	16	1
	42.8%	56.3%	40.9%	36.6%	37.5%	41.0%	40.0%	47.7%	41.0%	33.3%
NOT IMPORTANT "1"	66	4	26	17	6	14	11	5	9	
	21.6%	12.5%	23.6%	20.7%	37.5%	23.0%	27.5%	11.4%	23.1%	
NEED MORE INFORMATION	17	4	5	2		3	4	4	3	
	5.6%	12.5%	4.5%	2.4%		4.9%	10.0%	9.1%	7.7%	
NO ANSWER	10	1	3	3		3	2	1	1	
BASE	289	28	105	80	16	58	36	40	36	3
MEAN	2.09	2.07	2.08	2.20	1.88	2.09	1.94	2.23	2.06	2.67
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.1%	100.1%	99.9%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.35- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988: "OCCUPATIONAL DISEASE NOTIFICATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	306	31	111	81	16	62	40	43	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	93	12	34	25	3	18	12	20	8	1
	30.4%	38.7%	30.6%	30.9%	18.8%	29.0%	30.0%	46.5%	20.0%	33.3%
MODERATELY IMPORTANT "2"	131	11	47	39	7	25	15	14	14	2
	42.8%	35.5%	42.3%	48.1%	43.8%	40.3%	37.5%	32.6%	35.0%	66.7%
NOT IMPORTANT "1"	52	4	15	12	5	12	9	5	14	
	17.0%	12.9%	13.5%	14.8%	31.3%	19.4%	22.5%	11.6%	35.0%	
NEED MORE INFORMATION	30	4	15	5	1	7	4	4	4	
	9.8%	12.9%	13.5%	6.2%	6.3%	11.3%	10.0%	9.3%	10.0%	
NO ANSWER	10	2	2	4		2	2	2		
BASE	276	27	96	76	15	55	36	39	36	3
MEAN	2.15	2.30	2.20	2.17	1.87	2.11	2.08	2.39	1.83	2.33
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	99.9%	100.0%	100.2%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.35- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988: "INCREASE IN MINIMUM WAGE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	304	32	109	81	16	61	40	44	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	114	14	45	29	6	24	9	20	17	
	37.5%	43.8%	41.3%	35.8%	37.5%	39.3%	22.5%	45.5%	43.6%	
MODERATELY IMPORTANT "2"	94	7	32	29	6	22	14	8	14	3
	30.9%	21.9%	29.4%	35.8%	37.5%	36.1%	35.0%	18.2%	35.9%	100.0%
NOT IMPORTANT "1"	86	9	31	20	4	13	15	16	7	
	28.3%	28.1%	28.4%	24.7%	25.0%	21.3%	37.5%	36.4%	17.9%	
NEED MORE INFORMATION	10	2	1	3		2	2		1	
	3.3%	6.3%	.9%	3.7%		3.3%	5.0%		2.6%	
NO ANSWER	12	1	4	4		3	2	1	1	
BASE	294	30	108	78	16	59	38	44	38	3
MEAN	2.10	2.17	2.13	2.12	2.13	2.19	1.84	2.09	2.26	2.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%

Q.35- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988:
"POLYGRAPH PROHIBITION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	306	32	111	81	16	62	40	44	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	21	4	8	4		5		3	2	
	6.9%	12.5%	7.2%	4.9%		8.1%		6.8%	5.0%	
MODERATELY IMPORTANT "2"	40	5	14	9	3	7	5	8	2	
	13.1%	15.6%	12.6%	11.1%	18.8%	11.3%	12.5%	18.2%	5.0%	
NOT IMPORTANT "1"	200	19	75	55	13	35	29	27	26	3
	65.4%	59.4%	67.6%	67.9%	81.3%	56.5%	72.5%	61.4%	65.0%	100.0%
NEED MORE INFORMATION	45	4	14	13		15	6	6	10	
	14.7%	12.5%	12.6%	16.0%		24.2%	15.0%	13.6%	25.0%	
NO ANSWER	10	1	2	4		2	2	1		
BASE	261	28	97	68	16	47	34	38	30	3
MEAN	1.31	1.46	1.31	1.25	1.19	1.36	1.15	1.37	1.20	1.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.1%	100.0%	100.0%	99.9%	100.1%	100.1%	100.0%	100.0%	100.0%	100.0%

Q.35- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988: "MANDATORY HEALTH INSURANCENCE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	307	32	111	82	16	62	40	44	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	163	18	59	44	6	32	21	28	18	2
	53.1%	56.3%	53.2%	53.7%	37.5%	51.6%	52.5%	63.6%	45.0%	66.7%
MODERATELY IMPORTANT "2"	75	8	29	20	6	12	7	11	9	
	24.4%	25.0%	26.1%	24.4%	37.5%	19.4%	17.5%	25.0%	22.5%	
NOT IMPORTANT "1"	46	3	17	11	3	12	9	2	7	1
	15.0%	9.4%	15.3%	13.4%	18.8%	19.4%	22.5%	4.5%	17.5%	33.3%
NEED MORE INFORMATION	23	3	6	7	1	6	3	3	6	
	7.5%	9.4%	5.4%	8.5%	6.3%	9.7%	7.5%	6.8%	15.0%	
NO ANSWER	9	1	2	3		2	2	1		
BASE	284	29	105	75	15	56	37	41	34	3
MEAN	2.41	2.52	2.40	2.44	2.20	2.36	2.32	2.63	2.32	2.33
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.1%	100.0%	100.0%	100.1%	100.1%	100.0%	99.9%	100.0%	100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES YOU FEEL MOST CRITICAL TO BUSINESS IN 1988:
ECONOMIC ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	258	26	96	69	12	56	34	34	32	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT "5"	156	18	59	45	6	35	25	21	17	
	60.5%	69.2%	61.5%	65.2%	50.0%	62.5%	73.5%	61.8%	53.1%	
"4"	62	6	24	10	4	14	5	8	10	2
	24.0%	23.1%	25.0%	14.5%	33.3%	25.0%	14.7%	23.5%	31.3%	66.7%
"3"	26	1	7	8	1	4	2	4	4	1
	10.1%	3.8%	7.3%	11.6%	8.3%	7.1%	5.9%	11.8%	12.5%	33.3%
"2"	10	1	4	4	1	1	2	1		
	3.9%	3.8%	4.2%	5.8%	8.3%	1.8%	5.9%	2.9%		
LEAST IMPORTANT "1"	4		2	2		2			1	
	1.6%		2.1%	2.9%		3.6%			3.1%	
NO ANSWER	58	7	17	16	4	8	8	11	8	
BASE	258	26	96	69	12	56	34	34	32	3
MEAN	4.38	4.58	4.40	4.33	4.25	4.41	4.56	4.44	4.31	3.67
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.1%	99.9%	100.1%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES YOU FEEL MOST CRITICAL TO BUSINESS IN 1988:
INTERNATIONAL TRADE ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	256	25	95	68	12	55	34	33	32	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT "5"	26	1	12	6	1	4	2	1	3	1
	10.2%	4.0%	12.6%	8.8%	8.3%	7.3%	5.9%	3.0%	9.4%	33.3%
"4"	61	5	25	18	1	13	7	3	8	
	23.8%	20.0%	26.3%	26.5%	8.3%	23.6%	20.6%	9.1%	25.0%	
"3"	60	7	21	18	2	16	6	9	6	
	23.4%	28.0%	22.1%	26.5%	16.7%	29.1%	17.6%	27.3%	18.8%	
"2"	73	6	24	14	5	17	16	14	9	2
	28.5%	24.0%	25.3%	20.6%	41.7%	30.9%	47.1%	42.4%	28.1%	66.7%
LEAST IMPORTANT "1"	36	6	13	12	3	5	3	6	6	
	14.1%	24.0%	13.7%	17.6%	25.0%	9.1%	8.8%	18.2%	18.8%	
NO ANSWER	60	8	18	17	4	9	8	12	8	
BASE	256	25	95	68	12	55	34	33	32	3
MEAN	2.88	2.56	2.99	2.88	2.33	2.89	2.68	2.36	2.78	3.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES YOU FEEL MOST
CRITICAL TO BUSINESS IN 1988:
PATENT/TRADEMARK/COPYRIGHT ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	256 100.0%	25 100.0%	95 100.0%	68 100.0%	12 100.0%	55 100.0%	34 100.0%	33 100.0%	32 100.0%	3 100.0%
MOST IMPORTANT "5"	3 1.2%			1 1.5%	1 8.3%	1 1.8%			1 3.1%	
"4"	6 2.3%		3 3.2%	2 2.9%	1 8.3%	2 3.6%	2 5.9%		1 3.1%	
"3"	29 11.3%	2 8.0%	13 13.7%	7 10.3%	1 8.3%	8 14.5%	3 8.8%		4 12.5%	
"2"	67 26.2%	8 32.0%	24 25.3%	21 30.9%	2 16.7%	12 21.8%	5 14.7%	11 33.3%	9 28.1%	
LEAST IMPORTANT "1"	151 59.0%	15 60.0%	55 57.9%	37 54.4%	7 58.3%	32 58.2%	24 70.6%	22 66.7%	17 53.1%	3 100.0%
NO ANSWER	60	8	18	17	4	9	8	12	8	
BASE	256	25	95	68	12	55	34	33	32	3
MEAN	1.61	1.48	1.62	1.66	1.92	1.69	1.50	1.33	1.75	1.00
SIGMA	316 100.0%	33 100.0%	113 100.1%	85 100.0%	16 99.9%	64 99.9%	42 100.0%	45 100.0%	40 99.9%	3 100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES YOU FEEL MOST CRITICAL TO BUSINESS IN 1988:
PRODUCT LIABILITY ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	258	26	96	69	12	56	34	34	32	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT "5"	39	4	9	8	3	12	6	7	3	2
	15.1%	15.4%	9.4%	11.6%	25.0%	21.4%	17.6%	20.6%	9.4%	66.7%
"4"	65	9	20	19	4	14	13	10	4	1
	25.2%	34.6%	20.8%	27.5%	33.3%	25.0%	38.2%	29.4%	12.5%	33.3%
"3"	64	6	27	19	3	10	9	10	14	
	24.8%	23.1%	28.1%	27.5%	25.0%	17.9%	26.5%	29.4%	43.8%	
"2"	56	6	25	17	1	12	5	4	6	
	21.7%	23.1%	26.0%	24.6%	8.3%	21.4%	14.7%	11.8%	18.8%	
LEAST IMPORTANT "1"	34	1	15	6	1	8	1	3	5	
	13.2%	3.8%	15.6%	8.7%	8.3%	14.3%	2.9%	8.8%	15.6%	
NO ANSWER	58	7	17	16	4	8	8	11	8	
BASE	258	26	96	69	12	56	34	34	32	3
MEAN	3.07	3.35	2.82	3.09	3.58	3.18	3.53	3.41	2.81	4.67
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	99.9%	99.9%	99.9%	100.0%	99.9%	100.0%	100.1%	100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES YOU FEEL MOST CRITICAL TO BUSINESS IN 1988:
LABOR ISSUES

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING		257	26	96	69	12	56	34	34	31	3
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT	"5"	34	3	16	9	1	4	1	5	8	
		13.2%	11.5%	16.7%	13.0%	8.3%	7.1%	2.9%	14.7%	25.8%	
	"4"	64	6	24	20	2	13	7	13	9	
		24.9%	23.1%	25.0%	29.0%	16.7%	23.2%	20.6%	38.2%	29.0%	
	"3"	79	10	28	17	5	18	14	11	4	2
		30.7%	38.5%	29.2%	24.6%	41.7%	32.1%	41.2%	32.4%	12.9%	66.7%
	"2"	49	4	18	12	3	13	6	3	7	1
		19.1%	15.4%	18.8%	17.4%	25.0%	23.2%	17.6%	8.8%	22.6%	33.3%
LEAST IMPORTANT	"1"	31	3	10	11	1	8	6	2	3	
		12.1%	11.5%	10.4%	15.9%	8.3%	14.3%	17.6%	5.9%	9.7%	
NO ANSWER		59	7	17	16	4	8	8	11	9	
	BASE	257	26	96	69	12	56	34	34	31	3
	MEAN	3.08	3.08	3.19	3.06	2.92	2.86	2.74	3.47	3.39	2.67
SIGMA		316	33	113	85	16	64	42	45	40	3
		100.0%	100.0%	100.1%	99.9%	100.0%	99.9%	99.9%	100.0%	100.0%	100.0%

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